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JP's JOURNAL

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Center of Strategic Studies
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SKYJACK CAPTIVES RESCUED

Plane stormed: Gang surrenders

By DAVID ADAMSON
Diplomatic Correspondent

IRANIAN security men stormed the sky-jacked Kuwaiti airliner at Teheran airport last night and freed the seven hostages still being held by the terrorists who seized the plane nearly a week ago, the Iranian news agency IRNA reported.

The security men, disguised as airport workers, were said to have taken the sky-jackers by surprise and overpowered them.

The terrorists and the seven hostages who included the British pilot, Captain Harry Clarke, walked down the steps from the plane with their hands above their heads, IRNA said.

Earlier, after another day of threats and violence, the skyjackers had freed seven other captives, including Mr Neil Beeston, a British maintenance engineer with Kuwaiti Airlines.

The terrorists had recited "final prayers" and said the plane had been wired with explosives and would be blown up.

Yesterday was the sixth day on which the airbus has stood on the tarmac surrounded at a safe distance by ambulances.

Fourteen years of terror in the air — P.4; Fear of setback — Back Pages; Editorial Comment — P.14

and fire engines. Random shooting by the skyjackers—believed to be three Lebanese and two Palestinian Shi'ite Moslems—has broken 13 windows and it was no longer airworthy.

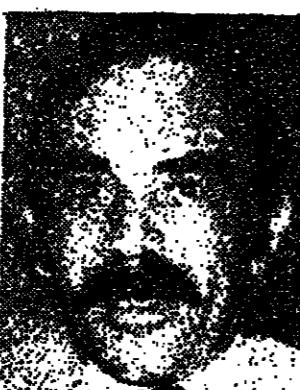
Twice during the morning the terrorists demanded a new aircraft to take them to an unstated destination.

A hostage was brutally beaten on the steps of the aircraft and others were struck as they screamed "save us" into the aircraft's radio.

The terrorists were demanding the release of 17 Shi'ite Moslem extremists imprisoned for the bombing of the American and French embassies.

Contact with officials cut

For a time the skyjackers refused food packages and broke off contact with officials in the airport control tower. Two hours later they changed their minds and asked for food. After releasing the first group of seven hostages the



Mr. Neil Beeston—released

terrorists repeated their threat to blow up the plane.

According to freed hostages the skyjackers, who had killed at least two hostages, "had placed" explosives near a fuel tank.

But the release, over several days of most of the people captured with the plane raised hopes for those still held.

Although reports from Teheran have said four people, including two Americans, have been killed, an Iranian source was quoted yesterday as saying there had been only two deaths.

In fact, said the official, the union leaders had no need to

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BURSTS OF gunfire

It was 11.45 pm Teheran time when the security men moved in after the skyjackers had asked for the plane to be cleaned up.

"When they arrived in disguise, they grabbed one of the hijackers and ushered him down the stairs," IRNA said.

"The operation was carried out fast enough to prevent any counter-action by the armed hijackers. Seconds later, everyone inside came out, while bursts of gunfire were being heard all around the plane."

IRNA also said that an hour

Continued on Back P. Col 6

Washington mood for revenge is increasing

By FRANK TAYLOR in Washington

WASHINGTON officials were reported yesterday that the hijacking has brought nearer the day when the United States will either take military action to pre-empt such acts or retaliate against the groups involved.

One official was quoted as saying that if the Kuwaiti hijackers are identified positively and their headquarters known, "I think the mood pinpoints that we're going to pursue action is stoking." Certainly don't rule it out."

A special task-force has been set up at the State Department to monitor developments. Its members are said to have told the White House that America's credibility at home and abroad is increasingly at stake.

Mr Shultz, Secretary of State, who has been an outspoken advocate of the use of force to counter terrorism, described the hijacking as "a brutal challenge to the international community."

Make haste and kill.

"One way or another, the law-abiding nations of the world will put an end to terrorism and to this barbarism that threatens the very foundation of civilized life," he declared in an address at a Jewish university.

He quoted the Talmud's law: "If one comes to kill you, make him, and kill him."

Mrs Edwina Hignett, whose

Pit union divided by pay call

By MAURICE WEAVER
Industrial Staff

FACED with angry reactions within his national executive over an unauthorised pay approach to the Coal Board, Mr Peter Heathfield, general secretary of the miners' union, let it be known yesterday that it was intended as a "reminder" and not a formal submission.

The letter to the board, which surprised officials because it amounted to an unexpected renewal of contact at a critical time in the 38-week coal strike, was sent by Mr Heathfield without any reference to the union's 24-man policy-making executive.

Mr Arthur Scargill, the miners' president, is believed to have been instrumental in its preparation and it was being widely seen as a timely warning at the weekend as a new example of what many local leaders regard as a worrying tendency by the "inner circle" to take decisions without consultation.

It turned out that even Mr Mick McGahey, the NUM's influential vice-president, had no knowledge of the letter. Mr Sid Vincent, its Lancashire area secretary and member of the

Other pit dispute news — P.2

executive, said: "It has not been discussed at committee or executive level and I find it incredible."

The letter called for a substantial five-year rise to cover 1985-86.

The board's offer of 5·5 per cent. for 1985-86 was rejected by the union 12 months ago.

The letter set out the miners' arguments for a pay rise to restore lost ground and was assumed by the Coal Board to constitute a formal claim. A board spokesman said yesterday: "That is what we expect it to be and we will be responding in due course."

Last night an NUM official said the letter had not been signed by Mr Heathfield but by Mr Mike Clapham, its head of industrial relations. She added: "The Coal Board have jumped the gun in terming this a formal claim. It is not."

Mr Heathfield was not available yesterday. But the union spokeswoman, after "taking advice," said she had been told that the approach was not intended to be a formal pay claim but "simply a reminder to the NCB that miners are now two years behind."

In fact, said the official, the union leaders had no need to

Continued on Back P. Col 3

TRANSPORT UNION DEADLINE TODAY

By Our Industrial Staff

Today is the deadline for the Transport Workers' Union to pay a £200,000 compensation fine imposed for its defiance of a High Court injunction ordering it to call off last month's Austin Rover strike.

The union's general secretary said: "Nothing has changed. We are still bound by our union's biennial delegates' conference decision which forbids pay

Continued on Back P. Col 3

FOOD BILLS CUT

By Our Agricultural Correspondent

Farmers are reducing the amount of money they spend on food to eat at home, according to a survey published today by the Ministry of Agriculture.

Report — P.8

SPECTACLES FREED

By Our Health Services Correspondent

From today ordinary shops will be able to sell spectacles—but only on production of a prescription signed by an optician or doctor.

Report — P.8

EXPRESS IN CRASH

Two women were injured today when an inter-city express carrying 150 passengers from Wolverhampton to Euston crashed into the rear of an engineering train near Rugby. The express driver jumped clear seconds before the impact.

CLIFFS RESCUE

Five boys, aged eight to 14, were rescued by a naval helicopter from cliffs after being cut off by the tide near Newquay, Cornwall, yesterday. None was hurt.

TANKER ATTACKED

By Our Bahrain Correspondent

A Bahamian registered tanker, B.T. Investor, 165,155 tons, was damaged by an exco mine fired from an Iraqi plane off the Iranian oil terminal at Kharg Island yesterday. No one was injured.

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GRENADE ATTACK

By Our Lisbon Correspondent

Three grenades were thrown at Nato's South East Atlantic Command headquarters near Lisbon yesterday causing slight damage but no casualties.

A Left-wing urban guerrilla group, the Popular Forces of April 25, claimed responsibility.

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HOWE IN BERLIN

Sir Geoffrey Howe, Foreign Secretary, will meet Dietrich Genscher, West German Foreign Minister, in West Berlin today. In East Berlin, Western diplomatic sources said Sir Geoffrey might pay an official visit to East Germany in April.

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Dr David MacDowell, who has resigned as director of the Polytechnic of North London, pictured at his Hertfordshire home last night.

PICTURE: ANTHONY MARSHALL

THATCHER TO WARN TORY MPs

By VALERIE ELLIOTT
Political Staff

THREE Prime Minister intends to rally rebellious Conservative backbench MPs behind the Government and its policies this week and warn them that in addition to the severe effects of the cuts, inflation

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Ousted college

SACKINGS CASH NOT ENOUGH, SAY MANAGERS

By MAURICE WEAVER Industrial Staff

UNIONS representing 500,000 managerial and professional staff are to tell Mr King, Employment Secretary, today that they consider the new £152-a-week "ceiling" used to calculate unfair dismissal awards is "woefully inadequate" to meet the needs of middle-income earners.

The Managerial and Professional Group, which speaks for non-TUC executives' unions, is to urge the Government to give early reconsideration to the national figure.

GCHQ UNION BAN CAUSES RADIO CRISIS

ALL non-union radio operators at GCHQ Cheltenham are being asked to consider staying on for five years beyond the normal retirement age of 60.

Radio officers who have recently retired are also being offered re-engagement.

Yet at the same time up to 100 highly skilled radio officers are facing dismissal for refusing to submit to the Government's ban on union membership at the secret communications centre.

They are among the 300 staff staying loyal to their unions.

Management has sent them Civil Service transfer forms—but if they cannot be found suitable alternative posts in less sensitive areas, management are committed to carry out the threat to sack them.

One man who stands to lose his job after 25 years is radio operator Mr David McMillan, 43, from Cheltenham, who said yesterday:

"It is a ridiculous situation. They are so short they have extended the retirement age and at the same time they propose getting rid of some of their best people."

The unions say the effect would be extremely damaging to the efficiency of Britain's security operations.

Last night Cheltenham's Conservative MP, Mr Charles Irving said: "If this is true it's a ridiculous state of affairs and I intend to question the Foreign Secretary about it in the House this week."

'RED LIGHT' PROTEST

Residents in Edward Road, Balsall Heath, Birmingham, who claim that police are allowing their suburbs to be a red light area, blocked the road outside their local police station yesterday. They later handed in a petition asking for tougher police measures against prostitution.

Its executive director, Mr Wilfred Aspinall, said:

"The effect is that most skilled workers and the majority of white-collar employees suffer far worse than the unskilled if they are unfairly dismissed, even if they get full compensation from the industrial courts."

The Employment Department sets the top limit which can be used in assessing compensation entitlements for workers who are wrongfully dismissed, lose their job as a result of a closed shop or are made redundant through their employers' insolvency.

The group, which covers insurance, banking, health and education unions not affiliated to the TUC, is pressing for the ceiling to be raised to £200 or, alternatively, for industrial tribunals to be allowed more flexibility in setting suitable sums.

Mr Aspinall said his executive members had been "deeply dismayed" by the Government's decision, announced last week, to increase the limit on calculable wages from £145 to only £152. The change takes effect from April next.

Stake in society

He said: "The figure bears absolutely no relation to the information presented in the Government's own pay data in the New Earnings Survey, which sets out average incomes. It seems incredible to us that higher earners should be discriminated against this way."

The latest New Earnings Survey, which relates to incomes in April last, shows average pay for non-manual male workers to be £208 a week and that for all men, irrespective of occupation, to be £178.80. The average for both men and women in all full-time occupations is £159.30. The figures include overtime and bonuses.

Under the Employment Protection (Consolidation) Act 1978, the ceiling (then £140 a week) was established as the platform on which compensatory awards are built.

The figure is also critical in setting compensation for employees thrown out of work by their employers' insolvency or establishing awards for unfair dismissal under the closed shop laws.

PIT POLICE INQUIRY URGED

By Our Industrial Staff

A FORMAL parliamentary or judicial inquiry into the policing of the coal strike is called for today in an interim report from the panel set up by the National Council for Civil Liberties to study the picket line confrontations.

The report says an inquiry is "essential" to enable the need for "legal and organisational reforms" to be considered.

The panel is both sympathetic to the policeman's lot and critical of the way in which the force is being used in the dispute. Its findings are expected to result in strong objections from Government politicians and the police.

But it also criticises strikers for creating the present situation by resorting to violence and intimidation. It calls on police and pickets to cool the atmosphere.

Riot gear needed

The chairman of the panel is Prof. Peter Wallington, Professor of Law at Lancaster University, and the five other members include Mr John Alderson, former Chief Constable of Devon and Cornwall.

The report accepts the necessity of riot equipment on troublesome picket lines but expresses concern that some policemen have behaved provocatively. While road checks may be necessary they should be used only as a last resort, it is argued.

It expresses concern at the nature of prosecutions, declaring that some strikers feel they have had "the book thrown at them" and calls for an examination of police training philosophy which "emphasise the group ethic".

Mr Wallington and the Major General, National Council for Civil Liberties, said yesterday:

Coal 'can provide jobs for 160,000'

By ROLAND GRIBBEN Business Correspondent

THE coal industry can provide profitable employment for 160,000 and limit job-shedding to 20,000 suggested by the Coal Board according to a London Business School report published today as the basis for a peace formula in the miners' strike.

The report, produced by Dr Bill Robinson, an economist with the school, is an attempt to find common ground and bridge the gulf between the Coal Board and the miners' union.

Dr Robinson suggests if a compromise may be possible if the union can be persuaded to accept the principle of pit closures on economic grounds in return for a guarantee that the principle "will not be pursued to the point where the industry is completely decimated."

The union has adamantly refused to consider closures on anything apart from geological grounds. But Dr Robinson argues that by changing some of the calculations about the way the industry's costs are assessed the number of jobs at risk could be considerably reduced.

Potential profits

He estimates the industry's costs could be reduced by 25 per cent by leaving out such things as provisions for pensions for miners affected by closures and making allowances for pits moving from loss to profit.

He says: "These results suggest that some 160,000 people are currently employed in pits which are potentially profitable on this definition."

Dr Robinson argues that miners have priced themselves out of jobs by climbing to the top of the earnings league.

The industry's break-even point would not be far below the present levels of employment if weekly wages had not outstripped the national average and were about £156.

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Mr Wallington said: "The miners' strike has harmed the Government's credibility and our industrial relations have suffered. It is clear that the miners' strike has significantly weakened union influence."

Ninety-one per cent of trade unionists dismiss the Government's performance in the dispute. But even among managers, there is a clear majority critical of the Government's role: 59 per cent feels the Government's credibility has suffered only as a last resort, it is argued.

Growing gloom

Opinion on the state of industrial relations shows that confidence has turned into gloom.

Since early 1981, management confidence in industrial relations had risen steadily out of jobs by climbing to the top of the earnings league.

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POLICE PRAISED

Letters expressing admiration for the way Nottinghamshire police are handling trouble in the mining areas are being displayed in the canteen at police HQ in Sherwood Lodge. A police spokesman said they had received 815 letters and more than 2,500 signatures on petitions.

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On both sides of industry, more people think unemployment will rise during the next 12 months. Mr Eric Parsloe, EPIC's managing director, said: "The problems are intensifying, but they are industrial rather than political."

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PHONES AND MAIL TAMPERED WITH, SAYS CND

By CHARLES LAURENCE

A DOSSIER compiled by the Campaign for Nuclear Disarmament on alleged telephone "taps" and apparent interference with mail is to be presented to the House of Commons Home Affairs Committee which is reviewing the activities of the police Special Branch this week.

It will be part of the evidence put forward to MPs on Wednesday by the National Council for Civil Liberties, which also has a file of complaints alleging interference with telephones arising out of the miners' strike.

Officials of both the CND and the NCCL admit that they have no hard evidence of covert surveillance of either anti-nuclear campaigners or striking miners but say there is a "pattern of allegations" which has not been satisfactorily explained.

The Post Office has already apologised to CND for mail being damaged, opened in transit or arriving late. It has sent them a cheque for £100 to compensate for the expense of re-mailing returned post and the time spent on compiling evidence of the damage.

Sorting machines

Problems with high-speed sorting machines, particularly in Glasgow are held to be the likely cause of the damage but the Post Office is continuing investigations into the possibility that staff members are responsible.

A letter written on behalf of Sir Ronald Dearing, chairman of the Post Office, signed by his personal assistant Christine Lomas, says: "It is evident that something is going badly wrong within our system, and I want to assure you that we view this extremely seriously."

"Whilst there is no evidence at this stage that members of our staff have been interfering with your mail deliberately, we are very anxious to ensure that this is not happening and if it is found that there has been any tampering, very severe action will be taken against the culprits."

Mrs Joan Ruddock, chairman of CND, said: "Postal workers are not to blame but some government department is involved in surveillance. This is a covert action and being done in an entirely unjustified and undemocratic way."

Played back

Leading CND members and officials have also reported difficulties with their telephones.

Mrs Ruddock said she once heard a telephone conversation she had just made played back to her when she next lifted the receiver—she admits this is not a phenomenon usually associated with taps—while others claim to have found themselves

GREENHAM DEMO
Two arrested

In one of the biggest demonstrations for months yesterday, the 40 diehard "peace women" who live permanently around Greenham Common cruise missile base were joined by more than 700 supporters for a long protest.

Two women were arrested after attempts were made to rip down the wire fence which surrounds the heavily guarded Berkshire base.

Other women draped the fence with Christmas decorations.

Archbishop criticises 'inept' religious poll

By Canon D. W. GUNDY Churches Correspondent

A GALLUP Poll seeking "yes" or "no" answers to religious questions is described by the Archbishop of York, Dr John Habgood, as "theologically inept" and some of the questions as "nonsense."

The results of the poll are published today. It was commissioned at a cost of £4,000 by the strongly evangelical Church Society.

It asked members of the Church of England if they believed in the Virgin birth, Christ's physical resurrection, and the literal truth of miracles; whether the Queen should remain Supreme Governor of the C of E, and whether the Church should take sides in politics.

Liberal view

The Rev. Dr David Samuel, director of the Church Society, said that by using a body such as Gallup "we would have an objective picture of the doctrinal, moral and political state of the Church of England."

He admitted that he expected to find the laity orthodox in their views, but this was not the case. There seemed to be a balance between those who hold what Dr Samuel regarded as traditional biblical teaching and those who had "embraced a rather new, liberal view in doctrine and morals."

Dr Samuel found it difficult to believe how Christians had made its way in the world unless it was simple, and argued that "God has spoken to us in propositions."

Mr Gordon Head, of Gallup, said the poll did not reveal lack of faith. Among the clergy, including bishops, two out of every three believed in the Virgin birth as an historic event.

But another question tried to force respondents to say that Christ's resurrection was either a physical resurrection or a spiritual experience of the disciples. It took no cognizance of St Paul's explanation in 1 Corinthians 15, that Christ's risen body was a spiritual body. The Bishop of Durham, the Rt Rev. David Jenkins, has always confided that he believes as St Paul did.

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Linda Brimblecombe, 18, among the shelves of the shop and off-licence in Ashburton, Devon, which she takes over today. She recently finished a youth training scheme course at the shop and so impressed the owner, Mr Eric Barnes, that when he put the shop on the market he decided to sell it to her. Linda raised the £35,000 purchase price with loans from her parents, her bank, and Mr Barnes himself.

Sharp rise in custody terms for youngsters

By TERENCE SHAW Legal Correspondent

A SHARP rise in the number of juvenile offenders given custodial sentences in the first six months of this year is disclosed today by the National Association for the Care and Resettlement of Offenders.

Survey returns from 30 local authorities showed that the number of juveniles sent to penal establishments from January until the end of June was 21 per cent higher than in the second half of 1978.

Youth custody sentences imposed on juveniles rose by 57 per cent, and detention centre orders by 15 per cent. The increase in care orders was 16 per cent.

The survey was conducted by the association to assess the impact of the 1982 Criminal Justice Act which came in force in May 1983.

It replaced Borstal training with a new youth-oriented sentence provided for shorter detention centre orders and gave courts new powers to pass non-custodial sentences.

National picture

As only 35 of the 115 local authorities in England and Wales who were asked for information provided usable material for the survey, the report says that it cannot be assumed that the results reflect a national picture.

But if the apparent marked increase in the use of custody and care orders is presumed to be general, there are grounds for concern that the Act is not working as intended, says the report.

The decline in the use of intermediate treatment and the fact that, with the exception of community service orders, relatively little use is being made of the non-custodial provisions of the Act indicates that it is not having the effect on keeping juveniles out of institutions.

Sharp increase

Commenting on the result of the survey, Mrs Vivien Stansbie, the association's director, said that if the sharp increase in custodial sentences was "typical of the country as a whole, it must concern everyone who wanted to see a reduction in juvenile crime."

The doctrinal questions raised by the poll are not new.

The poll does not take account of the revolution in knowledge about how the world is constituted and in changed ideas about the nature of religious truth, which have emerged as a result of scientific and philosophical thinking.

BOMB BLAST PC RESUMES DUTIES

Policeman John Giles, 31, of Chalfont St Giles, Bucks, who lost both legs after the Harrods bomb blast last Christmas, reports for duty today for the first time since the outrage. He is to resume light duties at Uxbridge police station.

Dr Samuel roundly blamed the poll for this lack of understanding of the world.

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Drivers to see league tables of instructors' success

By JOHN LANGLEY Motoring Correspondent

LEARNER drivers should soon be able to compare the success rate of local driving schools in getting pupils through the test. "League tables" will be available showing the pass rate of each individual on the register of Approved Driving Instructors, as well as every school in the area.

Examiners will also be coming under closer scrutiny.

Computer analysis of their marking sheets will be able to show up examiners who are not doing their job correctly.

And test candidates who have failed will get a clearer idea of the reasons being given by a duplicate copy of the marking form, according to the Driving Instructors' Association.

The reforms were hailed yesterday by the Association as a major step in helping learner drivers. "It is about time—we have been pressing since 1977 for these league table results to be published," said the Association's chief executive, Mr Graham Fryer.

Taken for a ride

Often people have chosen a large school, only to find their teacher is a trainee. Or they have picked a small, apparently cheap one and found they were being taken for a ride.

With league tables available for reference, the quality of instruction will be as plain to see as the DoE fuel consumption figures which are constantly shown on new cars.

The reforms are based on recommendations in the Rayner Scrutiny which studied the driving test organisation.

It was set up under the régime of Lord Raverne, the Government's former special industry should not be allowed to advise on cost savings and to dress up packets of cigarettes efficiency in the Civil Service, in this way."

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RAF RESUMES FAMINE AID AIRLIFT

By R. BARRY O'BRIEN in Addis Ababa

THE RAF famine airlift in Ethiopia was again fully operational yesterday with the arrival of more grain ships at the Red Sea port of Assab.

The new shipments have enabled the two Hercules C-130s to resume their normal six flights daily, which were halved by supply hold-ups on four days last week.

One plane made three flights yesterday.

It carried wheat from Assab to Axum and Makale in the drought-stricken North Ethiopian highlands while the other made three flights with loads of blankets to the Almata airport serving the big Korean famine relief centre.

"We are back at full throttle again," said Wing Commander Nunn, commander of the RAF detachment.

The Wing Commander, who has been in charge of RAF airlifts since they started on Nov. 4, returns to Britain this week. Wing Commander Derek Kingsman, 51, from headquarters, No. 1 Group, RAF Upavon, Wilts, takes over command from him tomorrow.

Wing Commander Nunn said two Hercules resumed a full operational schedule last Friday when one returned to Assab for the first time since grain stocks ran out there two weeks ago.

Biscuits and blankets

One aircraft has since been flying grain from Assab to Axum and Makale while the other has been making three flights daily to Almata with loads of high-energy biscuits and blankets.

Flights were halted last week when grain stocks at Addis Ababa airport were cleared and there were hold-ups in alternative supplies.

The arrival of grain ships at Assab has put Soviet and East German aircraft back in the famine airfield.

Airsoft Antonov 12 transports withdrawn from Assab when grain stocks can out at the port have returned there with the RAF Airlift of Intafot, the East German airline, are again flying grain cargoes.

A German Red Cross official who visited Assab last week said yesterday that he saw eight ships in port with cargoes of grain, wheat flour, pulses, oil,



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EURO MP'S TO FACE BUDGET CHALLENGE

By ALAN OSBORN Common Market Correspondent

THE WILLINGNESS of the European Parliament to risk a confrontation with Common Market member governments over the level of EEC spending next year by rejecting the 1985 budget will be put to the test in Strasbourg on Thursday.

As is traditional, the Euro-MPs want to spend more than the governments. The difference in figures is not large this year, but the Parliament has other grievances over the budget procedure, and its dissatisfaction could tilt the balance in favour of rejection in Thursday's vote.

The EEC Commission's original 1985 budget provided for the spending of £16 billion by the community.

Budget Ministers of the 10 governments cut this back to £14.7 billion and the Parliament, at its first reading, restored £1.8 billion to the figure.

Last month the ministers agreed to provide an extra £1 billion or so for the Common Agricultural Policy in 1985 but said this was conditional on new income being raised during the year.

There is no guarantee of this happening, however, since West Germany is refusing to implement the agreed increase in income until Spain and Portugal join the community, which will not be until the beginning of 1986 at the earliest.

Refunds clash

A potentially more serious dispute is looming over the treatment of some £864 million in agreed budget refunds for Britain and West Germany. The member governments want these sums (£600 million net for Britain) deducted from the two countries' contributions to the budget.

The Parliament, however, is insisting that the cash should be returned to London and Bonn via extra handouts on EEC projects, as in the past. This would increase the size of the budget and give Euro-MPs powers over the allocation of the money.

Adding to the Parliament's unhappiness is the introduction finally agreed at last week's

Britain will oversee internal trade

By OUR COMMON MARKET CORRESPONDENT

A SHARE-OUT of the jobs among the 14 new Common Market Commissioners taking office in the New Year was completed amicably over the weekend, with Britain securing her objective of responsibility for the internal market.

EEC AID FOR THIRD WORLD

By Our Common Market Correspondent

A NEW trade and aid pact signed by the Common Market and 66 of the world's poorer countries in the Togo capital of Lomé over the weekend will mark the start of a new era in the EEC's policies towards the Third World.

The five-year agreement, known as the third Lomé Convention, provides for the transfer of some \$4.5 billion from the Community to the African, Caribbean and Pacific countries and also breaks fresh ground in the provision of export opportunities for developing countries in EEC markets.

The final deal hammered out in Brussels last month largely reflects the British view, argued by Mr Timothy Raison, the Overseas Development Minister, that poorer countries are better served by help to develop their own food and export industries than by the transfer of cash aid.

France and other EEC members with Mediterranean interests, fearing threats to their farmers from increased Third World exports, are against this and in favour of higher grants.

Emergency programme

Meanwhile, British officials have rejected charges that last week's decision at the EEC summit in Dublin to double food aid to Africa was hypocritical because most of the aid would merely be switched from other needy parts of the world.

EEC government leaders agreed to provide 1.2 million tonnes for Africa but did not specify where it should come from.

EEC officials have said that the money and aid is having to be switched from other food programmes.

But British officials pointed out yesterday that while it was natural that part of the aid would come from the existing emergency food aid programme provided for under the present Lomé Convention, the rest of it would be financed somehow.

POLES JUMP SHIP

By Our Staff Correspondent

Another 55 Poles have jumped the ferry Rogalin, 7,800 tons, during its latest twice weekly stop at the West German Baltic port of Lübeck-Travemünde, reported yesterday. More than 800 Poles have jumped ship in West Germany so far this year.

Milk quota 'offenders' must now pay up

By GODFREY BROWN Agriculture Correspondent

THE CRUNCH over whether Common Market countries really are serious about bringing the extravagant dairy surpluses under control is looming rapidly.

Payment of the first instalment of the penal super-levy on excess output is due to be made by the Brussels commission this week by countries that are over their quota limit on milk production.

Mr Jopling, British Agriculture Minister, will be demanding a progress report on how the other countries are responding to production limits at a two-day meeting of Farm Ministers which opens in Brussels today.

He has said that Britain will not hand over any milk levy money to Brussels unless the system is being equitably applied throughout the EEC.

This would particularly apply to agriculture which would have to increase at a slower rate than the growth in total income.

Although some moves had been made to the Parliament in the fixing of the annual spending limit, there is little doubt that Euro-MPs generally regard the budgetary discipline as a threat to their traditional powers over the budget.

Year-end deadline

Mr Allen Price, the head of BOCM Silcock, said last week that by not producing up to their quota limit, the 28,500 dairy farmers in England and Wales were voluntarily giving up nearly £44 million in income, an average of £1,200 per producer.

But in Northern Ireland output has been running above the quota limit and some of the 8,500 dairy farmers may be liable to the super-levy.

Mr Jopling could well refuse



Mr Michael Jopling: demanding progress report.

to hand over any super-levy due from Northern Ireland if he is not satisfied with the way quotas are being enforced in other countries.

The Brussels Commission has already started legal proceedings against Italy for failing to apply the milk quota regulations, although Italy is not obliged to start paying any levy until the end of March next year.

The commission is also seeking further information from France and Denmark which have set up centralised national milk purchasing agencies to establish whether these conform to EEC rules.

FRENCH CLAIM

A major question mark surrounds the position of French dairy farmers, which was also the subject of inquiries by the commission.

Apparently M. Regis, the French Farm Minister, is now

maintaining that France is within its quota limit and that no super-levy payment is due.

But Britain will not be alone in wanting to know how the figures were arrived at.

The Agricultural Commissioner, Mr Paul Dalsager, has been authorised to open infringement proceedings if necessary against Ireland, Denmark and France as well as Italy.

But the commission itself is now something of a lame duck, its four-year term finishes at the end of the year and a new commission takes over from Jan. 1. Whether the old commission will want to go on quietly or on a strong note remains to be seen.

FERRIES' FARES CUT BY 12pc

Brittany Ferries today announced cuts in passenger and car fares on Portsmouth-Saint Malo and Plymouth-Roscoff routes next summer, with reductions of up to 12 per cent.

"It means savings of up to £20 return for a family of two adults, two children and a car," said Britannia. "It will boost passenger capacity on the Plymouth route by 10 per cent in the spring by adding the 4,200-tonne ferry Tregastel to the fleet."

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STANSTED REPORT IS LIKELY TO GIVE GO-AHEAD FOR EXPANSION

By Sir Eric C. S. COOPER Air Correspondent

THE report on the Stansted inquiry is to be published today, 21 years after the airport was first selected to join Heathrow and Gatwick as the best site to provide more capacity for airline traffic in the south-east.

A three-man team, headed by Mr Graham Eyre, QC, spent over three years on the inquiry. It is expected to support the British Airports Authority's application to develop Stansted, probably with a 75 million annual passenger limit on the airport's capacity.

In an article in the latest issue of the magazine *Better Environment*, Mr. John Farrington, a lecturer in geography at the University of Aberdeen, said: "A better option would be to make more use of Heathrow and the regional airports."

He accepts, however, that unless there is a sea-change in Government views, Stansted's development is likely to be given the go-ahead—for the second time.

The history of the airport's controversy, he says, reveals a fascinating and complex process of debate, inquiry, decision and counter-decision, which observers and participants have found "bizarre" and "increasingly irrelevant".

The apparent ineptitude of the decision-making process has been a source of dismay and anger for the people living near

Then, in 1979, a study group

on south-east airports named six sites, including the three previously rejected—Stansted, Cullington and Maplin.

At the end of the year the Government picked Stansted, with the Trade Secretary, then Mr. John Nott, saying that years of indecision and counter-decision reflected no credit on the country's capacity to make difficult but necessary choices.

Conflict of forecasts

The British Airports Authority was told to plan the development of Stansted to handle up to 15 million passengers a year and make provision for further development in the 1990s.

Today's report is the outcome of 258 days of hearing following the start in September 1981 of the public inquiry set up by the Government to examine the BAA's application to develop Stansted, amid mounting opposition from groups advocating a fifth terminal at Heathrow and greater use of regional airports.

Mr. Farrington says the difference between the third London airport and regional airports' user boils down to a classic conflict between two sets of traffic forecasts.

The BAA argues that its forecasts demonstrate the need for a third London airport, and that the best option is the development of Stansted.

British Airways and other airlines agree the need for extra capacity, but want it provided through expansion at Heathrow.

But the money failed to arrive on schedule and the project was abandoned.

All the while the Boeing, rusting and the tyres perished, was clocking up parking fees of £6.50 an hour.

This was in 1974, when the oil crisis had led to a slowing down of air transport growth and a consequent weakening of airport demands.

Then, in 1979, a study group

Sheik's jet has £35,000 parking fine

By GRAHAM JONES

A SAUDI businessman, Sheik bin Birjis al-Muraibidi, laid plans to see Europe in style from his own full-sized customised airliner, fitted with gold taps, the latest video systems, and in one case an ornamental stone fireplace and electric organ.

Unfortunately twice his high-flying plans took him no further than Luton Airport.

The sheik's latest executive toy, a Boeing 707, has been seized after two years running up a £35,000 parking fine on the Bedfordshire tarmac.

Mr. David Ward, principal legal assistant for Luton Borough Council, who administers the airport, said the sheik had "abandoned it like an old Cortina," though the council expected to get their money back when it was sold.

Tyres perished

It was two years ago when the sheik engaged Monarch Airlines to rent his grey 178-seater jet with £750,000-worth of bedrooms, luxury couches, gold bars and great jewels, together with an extensive video system, free from the plane's interference.

But the money failed to arrive on schedule and the project was abandoned.

All the while the Boeing, rusting and the tyres perished, was clocking up parking fees of £6.50 an hour.

Now the High Court has given Luton Council permission to sell off the 707 and recover their £35,000 parking fees. Said Mr. Ward: "It is a unique legal case."



Honey, charm Jasmine, a long-haired tortoiseshell voted top cat at the National Cat Club show in London, pictured with her owner, Mrs Barbara Patch from Bristol.

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Plan to take the heat out of road planning battles

By JOHN PETTY Transport Correspondent

WAYS to take the heat out of public inquiries into controversial road schemes are proposed in a report from the National Economic Development Office today.

ing schemes up to a value of £5 million, instead of £1 million as at present.

Results of inquiries would come faster if inspectors were allowed a secretary instead of having to laboriously write out all their own reports.

Many objections to new roads might vanish if compensation terms were more generous.

The cost would be covered by savings made in speeding-up the project and reducing the number of legal battles involving high fees.

The public inquiry process has become altogether too legalistic, too protracted and too expensive, to the severe detriment of ordinary people," says the report. "The system would be fairer to all concerned if the legal adversarial approach was removed."

Advance timetable

Timetable for inquiries should be laid-out in advance, so that people know exactly when they need to attend. They should include sessions outside normal working hours to help "ordinary people" keep local time and earnings to a minimum.

The inspector should be there as an investigator instead of being in a quasi-judicial role. He should "draw out the issues and help the less articulate, rather than act as an umpire in a long drawn out legal and technical debate which can become acrimonious in extreme circumstances."

Inspectors should also have power to compel the Transport Department to disclose relevant information.

There might also be scope for the Transport Committee of the House of Commons to take a preliminary look at major schemes, thereby removing many issues from the public inquiry.

Earlier consultation with the public could ease matters, instead of baving the Transport Department defending firmly fixed proposals at inquiries.

Several ways are suggested in which the Transport Department could speed-up road planning, including avoiding unnecessary duplication of work and delegating more to the regions.

It is also suggested that the Treasury allow the Department to use its discretion in approv-

M1: Moderate delays in Bedfordshire on northbound carriageway between junctions 11 and 12 due to works lasting until late December.

M2: Work lasting until the end of December is closing contrails at junction 3 and between junctions 4 and 5, south of the Medway towns.

M3: "Major remedial work will last until Dec. 24 at junction 1, Sunbury Cross, Surrey.

M4: Diversion near London Airport where link with M25 is being constructed.

M5: Lane closures on both carriageways between junctions 4 and 5, near Bromsgrove, until late December with southbound carriageway completely closed each night, 8.30 p.m.-6.30 a.m., and traffic diverted via A38. Southbound carriageway restricted this week between junctions 9 and 10, near Tewkesbury.

M6: Contrail in Staffordshire, until Dec. 21 between junctions 10a and 11. Hilton Park service area closed to northbound traffic. Northbound exit road closed at junction 11 and southbound entry slip road closed most-days between 7.30 a.m. and 9.30 a.m.

M18: Northbound diversion until Dec. 23 near Wadworth junction, South Yorkshire.

M40: Westbound lane closures in Oxfordshire between junctions 5 and 6, with some diversions via A40.

M50: Contrail, until January 5 between junctions 2 and 3, south of Ledbury. Entry and exit slip roads closed at junction 2.

A13: Beckton flyover, East London, closed tomorrow 9.30 a.m.-3.30 p.m.

Holiday firms turn to single parent market

By IAN BOYNE

THE British travel trade, which this year has seen a record number of companies going out of business and 20,000 holidaymakers stranded abroad, has turned its attention to the million-strong "untapped market" of single parent families.

Last week, for the first time, a major tour operator, Global, launched a programme of holidays tailored to this minority group.

The company is confident it will sell most of the 30,000 holidays it has on offer for the 1985 summer season.

Mr. Tony Le Masurier, Global's marketing director, said: "There are now one million single parents in Britain for whom an annual holiday is extremely important."

"Although price is a very relevant consideration, we know that companionship and the opportunity to mix with others in a similar situation is equally important."

Ginebread, the single parent organisation, said it "wholeheartedly welcomed" moves to make holidays for single parents easier.

Careful watch
A BTA, the travel agents association, said its office had frequent calls from single parents wanting to know if there were any holidays available to suit them.

"We are sure the rest of the trade will be watching carefully to see if it is a success. If it is, you can be assured there will be other companies doing the same the following summer," said a spokesman.

The idea for the programme came from Mrs Alison Smith, a single parent since she was widowed six years ago, who

had helped to run a small independent single parent travel agency.

She could see a demand on a much larger scale than by her company, Single Parents Abroad.

Mrs Smith, now employed by Global as single parent family holiday organiser, said: "I simply came to see Global at the beginning of the year and said there was a terrific need for special holidays and that they should do something about it."

"Since then everything seems to have worked out beautifully."

She visited all but a couple of the resorts featured in the brochure looking at them as a single parent. Mainly they are clean, smallish, safe resorts.

"Can you imagine anything more miserable than a mum and her two kids on holiday at a huge resort like Rimini, and not knowing anyone?"

She said: "There was nothing worse. Just after my husband died I took my two sons, then aged six and eight, on a package holiday in a 600-bed hotel.

"It was simply awful. No fun at all for me. I used to go to bed at the same time as the children every night as I found it very difficult to meet people in similar circumstances as myself."

She said: "We hope that with this new programme single parents and their families will be able to relax, enjoy themselves and make plenty of new friends."

Global denies the single parent holidays have been launched as a gimmick. It hopes they will take off like other recent specialities, such as holidays for the over-60s and the booming teens and twenties programmes.

A Christmas Message

Thank you again for your encouraging letters and for the unspoken compassion which inspired so many silent gifts.

May the suffering among you find comfort, the sad find consolation and may all of us find peace in the birthday of Christ.

Sister Superior,
ST. JOSEPH'S HOSPICE, MARE STREET,
LONDON E8

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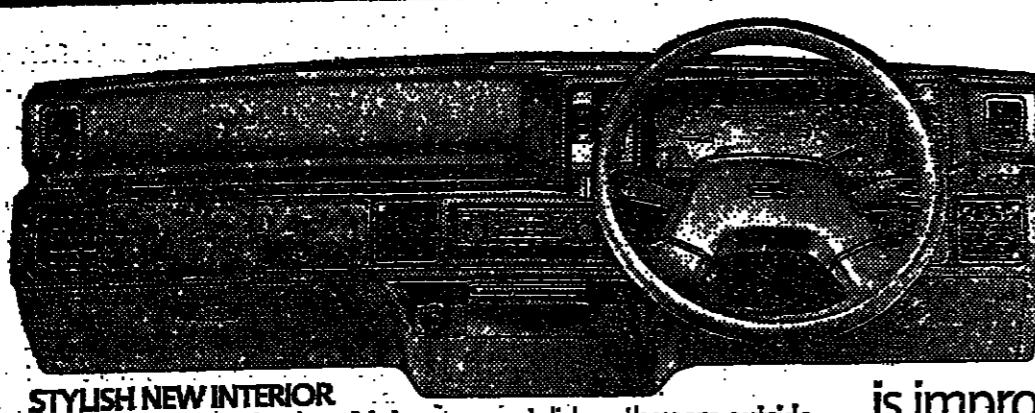
The Daily Telegraph, Monday, December 10, 1984

AUSTIN ROVER

WIZARD IDEA. MAGIC CAR.



THE NEW AUSTIN METRO 5 DOOR.



STYLISH NEW INTERIOR.
Inside, the new 3 and 5 door Metros are as stylish as they are outside.

Introducing the new Austin Metro, ready to take on the world all over again, with a sparkling transformation into the first and only British 5 door in its class. But there's so much more.

Both the 3 and 5 door Metros sport new aerodynamic front body styling. And the magic has been worked on the inside too.

A sophisticated new fascia and further detail refinements create a more stylish atmosphere, with new look upholstery and trim finishes that will hold you spellbound.

Behind the scenes, technical

wizardry has been at work. Ventilated front disc brakes add to Metro's stopping power. To make sure you stop even less often for petrol, Metro's legendary fuel consumption

is improved upon even further. The new 1.0 HLE, for example, beats every other car in Britain on petrol economy with a spectacular 67.6 mpg at 56 mph.

On top of that there's a big new 7.8 gallon petrol tank by popular request. You'll discover the Metro

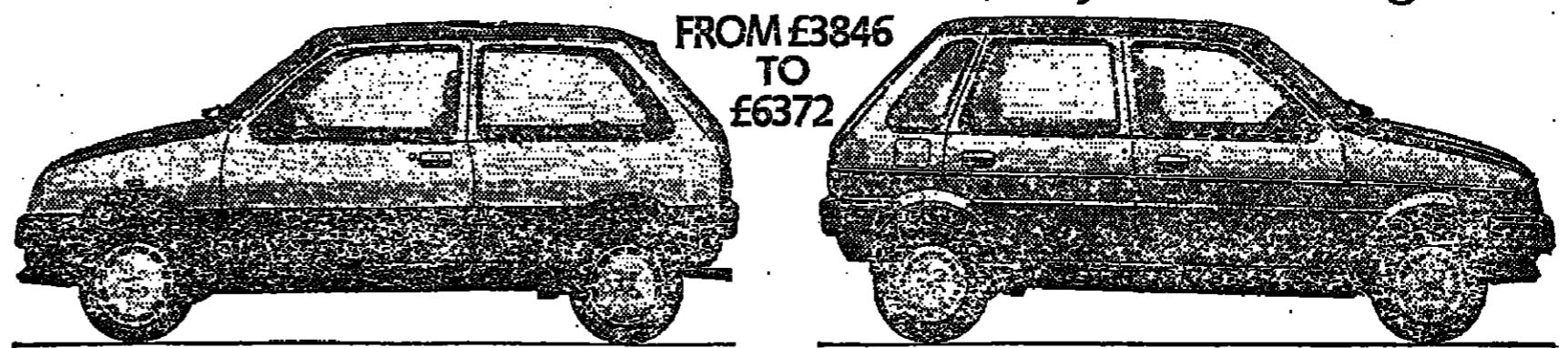
range is even bigger. Thirteen models.

From the inexpensive City, through to the luxurious Vanden Plas and performance MGs.

And with all the comprehensive benefits of Supercare - Austin Rover's customer care plan, Metro's magical mix of value, style and outright fun can't be bettered.

It all adds up to a touch of magic for Britain's best selling small car. Just ask your Austin Rover dealer for a test drive, and your wish will be granted.

FROM £3846
TO
£6372



THE AUSTIN METRO 3 & 5 DOOR
DRIVING AT ITS BEST

D.O.T. figs: Metro 1.0 HLE simulated urban cycle 48.1 mpg/5.9 l per 100 km. Constant 56 mph 67.6 mpg/4.2 l per 100 km. Constant 75 mph 46.4 mpg/6.1 l per 100 km. Prices correct at time of going to press excluding number plates and delivery.

THE ARTS

MUSIC / House of the Dead

Grim but grandiose

BUT FOR Janacek — and indeed for Dostoevsky, whose reminiscences provided the source for the composer's own libretto — one would have left "From the House of the Dead" filled with a desperate hatred of mankind. Janacek's last dramatic work, completed in 1928 at the age of 75, brought the Welsh National Opera's season at the Dominion Theatre to a grim yet grandiose conclusion.

The appalling brutality and degradation of life in a Siberian prison camp in Tsarist Russia provide the framework for obsessive narrations by three prisoners, reliving in turn the ghastly murder each had committed half a lifetime ago, and what had driven him to do it. Yet the humanity and compassion which pervade the treatment of the topic by writer and composer are not belied by an envy found in Janacek's diary. It was a passage in Dostoevsky, when at the death of the most evil inmate, the oldest of them sobs: "He, too, was born of a mother," that moved him to write his music.

And what an original, daring, masterly score it is, particularly when Janacek has cleaned it of the romanticising, compromised character of orchestra and added posthumously by two well-meaning disciples. Even more important was to do away with the falsely optimistic apotheosis of freedom at the

very end, when instead the chained prisoners' slow marching, heard against total silence, made a shattering impression.

Hats off to Maria Björnson, whose prettily escapist, hedonist costumes for "Rosenkavalier" the other night certainly had not led one to expect the sombre, evocative mono-set she has devised here. It enables David Pountney's compelling production to do without scene changes, curtains and indeed intervals, thus achieving the continuity and cohesion so vital in a double-opera where a lot is happening not before our eyes but in the distant past.

It was brought to life with immense resourcefulness by Ruth Renolds's Skuratov, John Mitchell's Kuklinc, and Donald Maxwell impersonating no fewer than eight characters during Shishkov's narration.

The rest of an excellent cast was led by Robert Carpenter Turner as the political prisoner Goryanchikov (Dostoevsky himself), Yolande Jones as the Tartar youth he befriends (a touching travesty), and David Gwynne as the hateful Prison Governor.

There was authentically characterised playing under the expert Richenda Armstrong — if sometimes it covered the words, the fault is Janacek's, who died before he heard the opera.

Peter Stadlen

Focus on Schmidt

FOR quite some time now, attention has been focused so intently on the Second Viennese School that there is a danger of people forgetting that the First has continued to blossom forth well into our century.

A performance of Franz Schmidt's Fourth Symphony, given by the BBC Symphony Orchestra under Sir John Pritchard at the Maida Vale Studios and broadcast live on Radio 3, was part of a mini-festival given under the auspices of the Austrian Institute and of the BBC.

It had started with a concert of chamber music reviewed in these columns on Friday, and proceeded with a recital at the Royal College of Organists by Schmidt's pupil, Lady Sins-Jones, this was followed on Saturday by a symposium held at the Institute, where another pupil Hans Keller, denied allegations of the composer's Nazi

sympathies. It ended with the launching of Harold Truscott's book, which deals with the orchestral music and also contains the first English translation of Schmidt's autobiographical sketch (*Totata*, £9.85).

The Fourth — and last —

Symphony was composed in 1933 as a kind of requiem for Schmidt's beloved daughter, hence perhaps the emphasis on his own instruments — the trumpet whose solo both usher in and conclude the work, while in the cells, which he had played in the Vienna Philharmonic under Mahler has a major solo in the central Adagio.

Altogether, given the traditional idiom of these 40 minutes or so, the compositional mastery seems amazingly valid. Why hold the known date of composition against the work? Even if, as it happens, Schmidt was born the same year as Schoenberg.

THEATRE / Modern Medea

THE quietly modern touch is what they bring to Euripides' "Medea" (421 BC) at the Haymarket Studio, Leicester. Keep it cool. Keep it topical. Make it accessible.

Thus the Chorus ruminates about parents and children as we might over breakfast today. We love them. Who do we best for them and how do we do it? Disappointed? (Myself, I should have thought that from a child's point of view, or even the average parent's, this mother is a disappointment; but it takes all sorts.)

The company of eight dress in black anonymity. Thankfully they are anonymous. They stay on stage throughout the swift, clear 90-minute performance. And Rex Warner's translation, which adapt quite chattily to keep the tone colloquial, keeps the atmosphere of a great tragedy of poetry and passion unpoetic and unimpassioned.

The low-key acting might also do for Lonsdale or Coward. Mysterious motives, horrific schemes are almost thrown away. And no doubt you're groaning at what sounds like a modishly unemotional shot at a domestication of a masterpiece.

Yet although I groaned as well at the studied matter-of-factness of Nancy Meckler's production for an attic so far in every sense from Africa, the performance found a way of

casting a spell so that we hung on every word, and got the hang of what was happening with a refreshing clarity.

If we couldn't have Barbara Jefford to make the most of it as Sybil Thorndike and Eileen Herne once did, then Linda Grecian standards of matrilineal from Colchis upsetting

Matriarchal conduct — her long ears ring an obvious clue to her dangerous nature — does nicely when it comes to the nastiness.

The icy smiles for Frank Baker's very reasonable Jason give us all (and maybe him) the shivers; and though we have to lean forward to catch everything she says we can never doubt that she means it, not just from sexual vengeance or jealous fury but from a whole history of cruel acts committed on his behalf.

Gilbert Murray said Medea's

wrongs and hate fill all the

time. Miss Bassett's wrath,

now Epidauros in which to

unleash itself, fills our minds

with fear of running up against such a woman behind a supermarket trolley, promising to murder the kids when she gets them home.

It may reduce Euripides and our conception of his play, but never to absurdity.

Eric Shorter

A witch in wellies

THERE IS a curious delayed-action effect in the Christmas show "The Lion, the Witch and the Wardrobe" at the West End Theatre. Its adaptation from C. S. Lewis, directed by Glynn Robin, divides into two parts. The first is laboured and prissy, the second full of excitement and bombastic action.

Four children are staying in an unfamiliar house containing a room with a big wardrobe. To cut a long opening sequence short, a fairy kingdom exists via the wardrobe. All is arch and Edwardian-ish, and the young audience is correspondingly silent, till the children reach this new-dimensional domain.

Even in the Kingdom of Narnia, kept in ice by a pernicious White Witch, events take some time to warm up. Only with the unexpected advent of Father Christmas do they pass the tepid stage.

But from then on, what a change! Aslan the Lion King starts making moves to check the encroaching Witch. Edmund the traitor boy, bribed with Turkish delight, has to be rescued. Little Lucy and her young sister Susan are in full political swing with their heroic brother Peter in running the tables.

Seldom in the field of mythical history has so much been

owed to so few as with these young total strangers. As violence rears its welcome head the audience now shouts and cheers. Swords are drawn, raids are made, battles ensue. Monsters, wolves, leopards, even tray. Magic adds its quota of dashes and crashes.

Susannah Morely, who usurps the monarchy, her white crowd sports a dagger in white bellies, is without doubt one of the best witches seen for years. She has admirable prowess in single combat and her moments of malevolent triumph are memorable and even, in their peculiar alienated way, somewhat beautiful.

Such peaks are nearly paralleled by the majestic Lion of Barry Woogar, a most superior person when he at length gets going with amplified electronic roars, who is given to knighting people on the battlefield.

Next to the Razzamataz qualities of the White Witch comes Valerie Smart's prettily-studied Lucy, the most appealing of the adventurous children. There is obviously some good young talent coming up in this company.

In the first part could be whirled down a bit, the play might enter the regular Christmas repertoire by virtue of its second half. Director, Richard H. Williams.

Harold Atkins

RSC 'Peter Pan'

The Royal Shakespeare Company's magical production of "Peter Pan" returns to London's Barbican Theatre for a third and final Christmas season on Dec. 15 with a new Peter Pan in John McAndrew, who played Michael Darling last year. Stephen Moore doubles as Mr Darling and Captain Hook.



"The Madonna with St Jerome and the Magdalene" by Neroccio, in the exhibition at Colnaghi's.

ART / Worthy Colnaghi

THE exhibition "Art, Commerce and Scholarship: A Window on the Art World" — Colnaghi's

which deals with the

orchestral music and also

contains the first English transla-

tion of Schmidt's auto-biogra-

graphical sketch (*Totata*, £9.85).

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Schmidt was born the same

year as Schoenberg.

Many will find this exhibi-

tion and its solid catalogue per-

plexing, and a word of explana-

tion is necessary.

Colnaghi's in search of a

major Old Master exhibi-

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COURT AND SOCIAL

Court Circular

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BUCKINGHAM PALACE DEC. 9.

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TODAY'S BIRTHDAYS

Sir John H. Peel is 80 today; Miss Rumer Godden is 77; Lord Harris of High Cross, 60; Sir Jeremy Morse, 56; Mr. Michael Jopling, M.P., 54; and Viscount Royce, 53.

Forthcoming Marriages

Mr C. G. Caree, R.M., and Miss S. Sister

The engagement is announced between Lieut Christian Caree, R.M., elder son of Mr. and Mrs. C. F. Caree, of Haswell, Wirral, and Susan, daughter of Mr. and Mrs. G. B. Sister, of Beckenham, Kent.

Mr N. Wiles and Mrs. J. L. Fotheringham

Mrs. E. J. L. Mitchell and Miss P. S. Morgan

The engagement is announced between Robin, younger son of Mr. and Mrs. K. S. Mitchell, of Porch-Carne House, Usk, Gwent, and Penelope, elder daughter of Mr. and Mrs. J. I. Morgan, of Cobden Farm, Lickfield, Herefordshire, West Sussex.

Mr A. J. Cattefoss and Mrs. G. J. Fischer

The marriage between Alain Cattefoss and Caroline Fischer will take place in London on Tuesday, Dec. 18, 1984.

Mr C. H. W. Shales and Mrs. S. Farwell

The engagement is announced between Mr. and Mrs. S. Shales of Alderney, Channel Islands, and Joanne, only daughter of Mr. and Mrs. S. Pemberton, of Stansfield, Essex.

Mr D. S. Higgins and Mrs. R. J. Anthony

The engagement is announced between David Stanford, elder son of Air Commodore and Mrs. Barry Higgins, of Cambridge, and Rachel Jane, only daughter of Mr. and Mrs. Graham Anthony, also of Cambridge.

Mr A. H. Campbell and Mrs. J. Campbell

The engagement is announced between Alexander (Sandy) Campbell, of Little Misenden, Bucks, and Joanne, daughter of Colonel and Mrs. Malcolm Campbell, of Buxted, Sussex.

Mr M. R. Yarrow and Mrs. K. R. Dampney

The engagement is announced between Michael Barberley, elder son of the late Mr. Derek Yarrow and of Mrs. George Boddy, of Holly House, Haresfield, Gloucestershire, and Katrina Mary, young daughter of Mr. and Mrs. David Barberley, of Doversedge Farm, Cranborne, Dorset.

WEDDINGS

Mr. M. Lewis and Miss M. A. Cradock-Hartopp

The marriage took place on Saturday at Emmanuel Church, Wimbledon, of Mr. Murray Lewis, only son of the late Rev. Raymond Lewis and of Mrs. Lewis of Eastbourne. East Sussex, and Mrs. M. A. Cradock-Hartopp, eldest daughter of Sir John and Lady Cradock-Hartopp, of Wimbledon.

The bride, who was given away by her father, was attended by James Ellis, Miss Nicola Cradock-Hartopp, and Miss Joanna Cradock-Hartopp. Mr. John Elliston was best man.

A reception was held at Cannizaro House, Wimbledon, and the honeymoon is being spent in the Lake District.

Capt. T. O. Jefferson and Capt. V. M. Taylor, Q.A.R.C.N.C.

The marriage took place on Saturday, Dec. 8, in Barrow between Capt. T. O. Jefferson, R.A.M.C., and Capt. V. M. Taylor, Q.A.R.C.N.C.

Capt. A. P. Taplin and Miss H. Firth

The marriage took place on Saturday between Capt. Adrian Taplin, son of Mr. and Mrs. L. Taplin, of Knaresborough, and Miss Alison Firth, daughter of Mr. and Mrs. D. Firth, of Millingtree.

Dr A. N. McClellan and Miss A. Leeman

The marriage took place in Chelsea on Saturday, Dec. 8, between Dr Nicholas McLean, of Bristol, and Miss Andrea Leeman, of London.

Mr J. W. Latimer and Dr J. M. Hawdon

The marriage took place on Dec. 8 of Mr. John Watson Latimer, eldest son of the late Dr. and Mrs. W. Latimer, and Dr. Jim Minchin, of Tunbridge Wells, one daughter of Mr. and Mrs. Sidney Hawdon, of Tunbridge Wells.

Mr H. W. H. Wilson and Miss E. Boxall

The marriage took place quietly in Alton, Hampshire, on Dec. 4, between Mr. Hugo Wilson, of Newton Valence, and Miss Anne Boxall, of Bordon.

CHRISTENING

The infant Lord Hay, son of the Earl and Countess of Erroll, was christened Harry Thomas William by the Rev. John Cowell in Winchester Cathedral yesterday. The godparents were the Hon. George Herbert, Mr. John Buchanan-Jardine, Mrs. Jonathan Kidston and the Hon. Mrs. Nicolson.

DINNER

Institution of Mechanical and General Technicians Engineers

The annual dinner of the Institution of Mechanical and General Technicians Engineers was held on Friday, Nov. 23, at the Royal Palace Hotel, Sir Monty Finnigan, President of the Institution, and Lady Finnigan, and the Chairman, Mr. N. Brooks, were present.

SERVICE DINNERS

Liverpool Royal Artillery Officers' Club and Lancashire Artillery Volunteers

The Lord Lieutenant of Merseyside, Wing Commander K. M. Stodart, was present at the annual St. Barbara's dinner held by Liverpool Royal Artillery Officers' Club and Lancashire Artillery Volunteers in the Officers' Mess, Altcar Training Camp, Merseyside, on Saturday. Brig. A. F. Hely, President of the Club, was in the chair. Other guests were:

Mr. J. F. C. Connor, Brig. Gen. A. J. Birks, B. Howard and Mr. Chester Constance of Merseyside.

224-229 Movement Control Squads, RCT (V) and 265 Port Squadron, RCT (V)

Major W. M. Miller Williams and other officers of the Movement Control Squads, RCT (V), with 265 Port Squadron, RCT (V), held their regimental dinner on Saturday in the Officers' Mess, Prince William of Gloucester Barracks, Grantham. The principal guests were Brig. A. F. R. Evans and Brig. H. G. Meekie, Major L. S. B. Cooper, president.

CHURCHER'S COLLEGE

Mr. J. F. Fishley, Second Master at Repton School, has been appointed Headmaster of Churcher's College, Peterborough, with effect from Sept. 1, 1985, in succession to Mr. D. L. Brooks.

OLD COLEFIELD

To mark the beginning of the centenary year of the Old Colefields' Association, all past and present members are invited to an "At Home" at the Club at 8 p.m. on Saturday, Dec. 22.

PERSONAL VIEW

Ghost of Christmas past

By JO GRIMOND

IT IS now fashionable among intellectuals to despise Venice. She is neither esoteric and ugly nor grand and prestigious. Look at the Senate of the Inns of Court and the Bar from 1975 to 1984, will be held at the Temple Church at 4.45 p.m. on Wednesday, Jan. 23, 1985.

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RECORDS OF THE YEAR

PETER STADLEN: An emblem depicting St Michael Tippett's face replaces the Deco label on a box issued just in time for this year's round-up and for his 80th birthday early next month.

His Four Symphonies, thus unlabelled, Nos 2 and 4 were recorded for Decca by respectively Sir Colin Davis with the LSO and by Sir Georg Solti with the Chicago Symphony Orchestra which had commissioned the work. Nos 1 and 3 were first performed by the Royal Philharmonic Orchestra to a standing ovation at the Royal Festival Hall, London, on Dec. 23, 1984.

Venice has absorbed Ruskin and millions of tourists. It is now, as Dunbar once said of London, "of towns a per se." Now we are just the right number.

The Scuola is wholly unpretentious and often quaint. If you can, you can stroll off and look at the Doge's Palace. I

There has been backsliding of course. The television advertisements for the Louvre or

the British Museum are not to be envied.

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BROCADE IS BREAKING OUT ALL OVER ...



● ABOVE: Satin smoking jacket in burgundy by Sue Clowes £85, also in green, sizes 10 to 14; brocade waistcoat £18.95; matching long-length skirt £21.95; white shirt with padded shoulders £21, all by Savoir Faire; diamanté earrings and pin, floral tie £7.95, all from Way In, Harrods, Knightsbridge, London SW1. Pictures by KENNETH MASON.

● RIGHT: chintz waistcoat with huge flower pattern £19.95 from Fenwick, of Bond Street, London W1, and Bettisalls of Kingston, white cotton blouse with lace collar £14.95 from Fenwick; brocade trousers £21.95 in assorted patterns from all main branches of Miss Selfridge, all by Savoir Faire in sizes 10-14; bear earrings and matching bracelet by Link Up from Harvey Nichols, London, SW1.

● FAR RIGHT: long grey satin shirt with a flower print, also in green, one size only £16.95 from Saks Louise, pink tapestry waistcoat £55, one size only by Bias Unit, yellow brocade jodhpurs £45, by Two Guys for Colombine Instant White, all from Hyper Hyper, Kensington High Street, London, W8. Jewellery items a selection by Link Up from Harvey Nichols.



BY ANN CHUBB

ORNAMENTATION is the name of the game when it comes to young, fun party clothes for Christmas. After seasons of austere black and grey outfits, the young are running riot with print, pattern and pretty colours which

they layer with something of an Oriental air. Brocade is the big new fabric story and the more it looks as though it has come straight off the back of a three-piece suite the better.

Lively new label Savoir Faire has a whole range of

trousers in rose-sprigged brocade that are selling like wildfire to shops like Miss Selfridge and Fenwick.

And after such success with one furnishing fabric, it is now turning to another, using old-fashioned furnishing chintz with a huge flower pattern

for both waistcoats and

at jumble sales and in secondhand shops.

It is the evening version of the manly look, but much softer and prettier.

It is all a gift for the impoverished young set, maybe struggling to dress on a student's grant. For most of the ingredients for this look can be picked up

so can the popular cover-up for this look: a man's dressing-gown or smoking jacket in a lush fabric like printed satin. Essential extras are some glitzy jewellery in glass or pearl or diamanté, or possibly a mix of all three.

WORKING-OUT A WARDROBE FOR A COMFORTABLE LIFE



THE chicest girl at the aerobics/dance work-out class next spring will be the one wearing sports gear bearing the prestigious Missoni label.

That certain style and clever colour combinations could come only from original designers such as the Missonis, whose regular sweaters are works of art and sell for hundreds of pounds at Brown's and Harrods.

Instead, the firm's new sports range has a much more general appeal. It will be on sale at shops right around the country (the first-time Missoni has been available outside London) and most prices are under £100.

These are the clothes designed for the active life: tracksuits, T-shirts, shorts, even tenniswear, and for both men and women. Many, in fact, are unisex garments and will please those who like to wear Missoni right around the clock.

But for those of us who cannot normally afford the prices (and are not necessarily active types), there are the sort of clothes that one can enjoy wearing to relax in, either at home or on holiday.

The range is being manufactured by Malera, one of Italy's oldest and best-known sock and tights manufacturers and an old friend of the Missoni family.

The quality of the cottony, acrylic knits is fabulous and they come very close in looks at times to that lovely stripe rayon that the Missoni's use for their summer tops.

The most expensive item in the range is not knitted at all, but a patchwork jacket in various, typically unusual colour combinations. Basically designed for men, it is a jacket that a couple might well buy to share.

Tai-Missoni; incidentally, was himself an Olympic runner and designed the tracksuits for the Italian Olympics team when it came to London in 1948, long before he became involved in knitwear. In London, shortly after the Olympics, that he first met his wife Rosita and thus the famous knitwear partnership evolved.

Picture by ANTHONY MARSHALL



TOP BOSS IN CASHMERE

IT IS ironic enough that Maureen Black is the first female director in an area of the British textile industry which has been a favourite with women for decades—cashmere—and more so that her firm is one which has established its reputation largely with menswear, though she aims to change that fast.

Her softly-spoken approach belies a toughness and ambition that has taken her from a junior school-leaver's job in the traditional Scottish knitwear industry to spending her year abroad as sales and marketing director of McGeorge, one of the best-known Scottish firms with stockists world-wide.

The firm is, like many of the other big Scottish knit names, including Pringle, Balantyne and Barrie, under the umbrella of the Dawson Group. They are all effectively in competition with each other and yet all have their own marketing areas and strategies, the differences between which Maureen knows better than most because she has worked her way round several.

"I was offered a job directly from school with Braxton, regarded in the area as a very good start," she said. "Although women haven't really made it to the top positions, the firm was very progressive at lower levels and gave me a good training par-

ticularly on the technical side in the sampling department, and then promoted me quickly to being the merchandise manager's assistant."

She moved up to assist the advertising manager of Pringle, whose department later controlled advertising for the whole group, but found herself redundant in the mid-Seventies recession. With her usual determination she started doing freelance advertising but soon returned to the fold when Barrie—mainly involved in fine plain-knit lambswool and cashmere—asked her to join them, and over nine years she built up the foreign export side, finishing as sales manager and travelling worldwide.

When the McGeorge direc-

torship fell vacant at the end of last year she applied, without much hope.

"Although the group thinks progressively, I didn't think they'd take action at such a high level but I was lucky," she said. With her women's wear background she came into a company where ladies' knits represented only 30 per cent.

of production but she is aiming towards equal shares.

The cashmere market is in-

creasing, in a worldwide re-

appreciation of classic quality,

but there are wide regional

differences. "The British are still afraid of the prices," said Maureen, "so sales here are mainly the traditional styles."

The Europeans are far more adventurous, the Americans love bright colours, and the Japanese are becoming important. I have to study all these market trends to our designer so she can take account of them all."

New ideas are tried, such as a longer, summer cashmere cardigan and hand-made "specials" that can retail at up to £1,400. Maureen's main aim at present is to get more high-fashion styles and shapes into the range. "The little cashmere cardigan is still a mainstay but there is much scope for younger ideas," she said.

Her influence is evident in the spring range for next year, with chunky ribs, cables and other textures, wide-cut shapes and clean colours to team predominantly with white for a fresh, sporty look. Likewise in cashmere, destined for success, is a wonderful long-line, shawl-collar cardigan. "The cashmere, though it, like the traditional and beautiful jacquard cashmere, will sell for around £200."

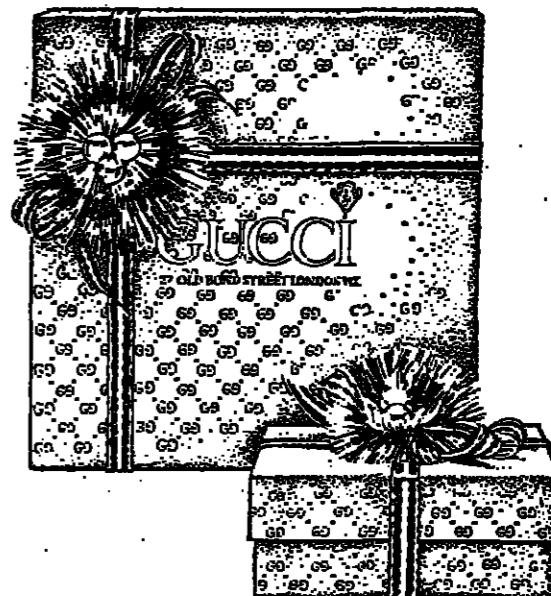
Maureen Black is pictured by Michael Parrison wearing one of the £250 jacquard cashmere from McGeorge's spring '85 range. This is in cornflower blue, white and shell pink.

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FASHION NOTEBOOK

As I never suffered from acne as a teenager, a sudden outbreak of angry little red spots down the centre of my face was somewhat alarming.

A beauty expert diagnosed acne rosacea, not the teenage sort, at all but really a severe inflammation that often occurs with sensitive skin. She prescribed the use of soothing products of the sort that the French describe as "coupe rosée", so I was especially interested to test Ultima II's new "Advanced Formula" range of skin products especially formulated for sensitive skin.

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COPING WITH TERROR

WHEN THE KUWAITI authorities sentenced a group of Shi'ite terrorists guilty of the murder of Western diplomats to imprisonment instead of execution, they signed the death warrants of innocent passengers, Kuwaiti as well as Western. One lesson which has emerged from the horror that followed the hijacking of the Kuwaiti Airbus is that a "martyred" terrorist constitutes less of a threat to civilised mankind than a live one. Whether at liberty or under constraint. Whatever the pros and cons of abolitionism in domestic penal policy, the terrible dilemmas occasioned by international political terror — particularly politico-religious terrorism exemplified by the Shi'ites, Libyans and PLO — are not resolved by appeals to reason or Howard League-style liberalism. Like Nazism, a generation back, this is a new dimension of terror calling for new responses. The Iranian authorities acted last night to avert the worst that might have happened. Yet the toll of this latest outrage has been grim.

What can be done, apart from more meticulous attention to security? In the first place, the time is more propitious for bringing together countries which are actual or potential targets. An Arab and Moslem world which tended to view Palestinian, anti-Israeli and anti-American terrorism with tolerance, or worse, has become more open to reason and proposals for international anti-terrorist action as they themselves come increasingly under threat, and the Arab-Israeli conflict is seen to be marginal. The wider the terrorists spread their net, the broader the alliance which can be deployed against them.

Voces are bound to be raised suggesting that this new barbarism must be fought with barbarism. Moreover — the unthinkable will be thought — should not arrested or imprisoned terrorists be treated as hostages for their would-be rescuers' behaviour, if innocent lives are at stake? These are hard questions, but no harsher than the realities created by these new assassins plying from the haunts of the medieval Shi'ite assassins in Persia and Lebanon.

WHITEHALL'S NEW CLIMATE

SINCE THE INTRODUCTION of competitive examinations to the Civil Service more than a century ago Whitehall reform has rarely been a subject to capture public imagination. But last week's announcement that civil servants earning between £12,000 and £30,000 a year — Principals to Under Secretaries — will in future be entitled to a merit bonus of up to £1,000 is a key part of a far-reaching change in the way Whitehall is run. Mrs Thatcher, who as head of the Civil Service has been anxious to rid Whitehall of its pen-pushing, over-cautious, "safety first" attitudes, has sought to encourage enterprise among civil servants as enthusiastically as elsewhere. Behind the scenes she has instigated a series of reforms which together amount to a revolution in the Civil Service. A new management philosophy is being introduced.

The decision to reward success — so long as that is what is rewarded — is a vital step towards giving individual staff greater personal responsibility for their own decisions. Perhaps because of the fear of an adverse reaction from the civil service unions, Lord Gowrie, the Civil Service Minister, has shied away from extending the scheme to a broader range of grades. He has, also, for the moment, sidestepped any mention of the corollary to incentives for success — the need to punish failure. It is surely not enough that the mandarins responsible for bringing us the next Concorde or De Lorean saga should merely lose their £1,000 bonuses.

As successive reforms emerge the long-term logic of the Government's step-by-step approach is becoming clearer. Lord Rayner's efficiency reviews and their successors have provided ample opportunity for young high-flyers to point out their superiors' managerial oversights and inefficiencies. The manpower review, which has now trimmed the size of the service by over 100,000, has put staffing needs under a microscope. With a smaller service inevitably slowing the pace of promotion these high-flyers have to be given more responsibility, and the rewards it brings, if they are not to be lost to the private sector. Furthermore, the decision to charge Departments for the real cost of the services they use — everything from postage to computer time — has given staff a chance to challenge Whitehall convention when it is shown to be costly and inefficient. By offering a series of incentive bonuses to its top managers the Government has come up with a £4 million carrot. The question now being broached in Whitehall is how long before it dares to confront the unions with the stick?

A QUESTION OF EDUCATION

THE WEEK that began with a Tory revolt over higher education ended on Friday with the sorely tried director of the Polytechnic of North London announcing, understandably, that he has had enough. Not much connection between the North London horrors perpetrated in the name of learning and what most of us would think of as a university education. But there is a link of a kind. The man in the street who has watched the shenanigans at the poly can reasonably wonder why on earth he and other taxpayers should finance students, and their teachers, who cause trouble which not only wastes the money spent on them but interferes with the useful work a polytechnic does. It would not be surprising if the same man in the street went on to wonder whether he is being called on to finance too many students generally.

Could he possibly be right? Leaving aside the troublemakers among students, and leaving aside how the State should juggle the money between taxpayer, parent and the student himself, could it just be that we are putting too many young people into the universities? This is the question few have dared ask since Robbins. The Robbins report drew the obvious unfavourable comparisons between Britain and other countries in the scale of higher education. It was hard to dispute his logic, not least in regard to technological education. But the post-Robbins pattern does cause concern, quite apart from the problems caused by the Frances Morrells of the educational world. For instance, various professions which used to recruit largely from among school-leavers — law and accountancy are the best-known — have prided themselves on moving towards becoming all-graduate. Fine. But it could mean that what was intended as a liberalising educational reform led to a structure more, not less, rigid. The fuss over Sir Keith Joseph's proposals may make parents ask whether, and what kind of, a university education is useful. British society as a whole has similar questions to ask.

COMMENTARY

T. E. Utley

WHEN THE historians come to write about the events of last week, I bet that they will not subscribe to the view that Sir Keith Joseph was the half-crazed victim of a rigid ideology. I also bet that they will convert what Mr Giles Radice described as a "humiliating climbdown" into a brilliant strategic victory.

For what, after all, has been the immediate political consequence of Sir Keith's "humiliation"? It has been the conversion of a large number of Conservatives to the view which he espouses and which they originally rejected, that the time has come for student loans as an alternative — for the rich and the relatively rich — to student grants.

Of course, the historians will be wrong. They will not be wrong in vindicating Sir Keith from the charge of "insanity"; that particular condemnation was invented by some squallid exhibitionist journalist (I suspect), and has been perpetuated by the almost infinite intellectual idleness of that journalist's professional colleagues. They will be wrong, however, in attributing to Sir Keith any degree of political intelligence in his handling of this matter.

It is not that he is destitute of political intelligence; far from it! He is one of the few Ministers of the Crown to whom one can say anything of a political nature and be instantly understood; most of the others will have to have it repeated two or three times. His trouble is rather that he has voluntarily ceased to be a politician at all.

He is quite well respected by his civil servants, precisely because he has turned himself into an administrator; for the same reason, he is not nearly as much disliked by the education industry as you might expect. Let us therefore consider exactly what happened.

It is well known that, at first the Prime Minister was deeply disturbed by the proposals. She is, after all, the best election agent in the United Kingdom and any idea that this politician of conviction is indifferent to such vulgar considerations should be instantly discounted. However, she was persuaded that this was the only thing to be done and, having reached that conclusion, she supported Sir Keith all the way.

In this way she illustrated two of her dominant characteristics — her immense political canniness and her great loyalty not, I would say, to all her colleagues (until his last days Mr Prior did not see much of that side of her character) but to those colleagues whom she believes genuinely to share her objectives.

Sir Keith got it wrong because he paid virtually no attention to the political consequences of the operation. He underestimated the number of those who would be offended; he did not cotton on to the fact that the National Union of Students had developed an entirely new (for it) and highly sophisticated method of lobbying, consisting of a strenuous campaign to encourage Conservative constituents to write the kind of letter to their MPs which impresses such MPs. (The N.U.S. I understand, has some assistance in this campaign from a member of its executive who is a Conservative.)

Above all, having ceased to be a politician, Sir Keith took no care to test the reactions of Tory back-benchers or argue with them. He seems, naively, to have calculated that, because last year the student grants to the relatively rich were eroded without much trouble, he could repeat the process with very little trouble also. That was an extraordinary calculation. The suddenness of the cuts also flew in the face of the sacred Tory principle of "legitimate expectation."

The upshot may be that he will get student loans in the end but, in the meantime, through the abandonment of his cuts, he has, I have no doubt, alienated a large number of working-class Tory voters who do not see why they should support the children of the rich in relative and often subversive idleness.

But the trouble, of course, lies deeper. Somehow or other the middle classes have got to be made to realise and accept that "Thatcherism," far from being designed (as the Left alleges) to support their interests indiscriminately, is a thoroughly Victorian concept of self-dependence plus philanthropy.

They will still have to go on supporting the poor while, in future, also being obliged to look after themselves. It is not at all a pleasant prospect.

To make it acceptable at all, middle-class people will have to be offered a serious alleviation of tax. What is more, they will have to be convinced intellectually (not by stealth) of the justice of what is being done to them. Those seem to me to be the lessons of Sir Keith's "humiliation."

SO ANGLO-IRISH relations are back to normal. Mrs Thatcher (following, fully though, I have no doubt, coincidentally the advice of this column) has explained to Dr Fitzgerald that the various lunatic proposals advanced by the New Ireland Forum are all equally unacceptable; Dr Fitzgerald has had the predictable tantrum and they have now kissed and made up.

This is all highly satisfactory. What is now needed is some moderately generous and imaginative gesture by the Ulster Unionists in the way of extending a judicious hand of friendship to any constitutional nationalists who are willing to co-operate in running Ulster within the Union. So far, no such gesture has been forthcoming.

Accommodating the interests of council tenants

THE GOVERNMENT is now engaged on a £1.5 million sales campaign to encourage more council and housing association tenants to buy their own homes — and more power to their elbow.

The policy of selling council housing is one of the most potent political weapons discovered by the Conservative party in the past 10 years, but the strength of the initiative will be lost if we cannot liberate the tenants of council flats as well as houses.

By altering the formula for selling tower blocks, public liabilities can be transformed into private assets. The Labour party's stronghold would be undermined and hundreds of thousands of votes bought by socialist municipal patronage would be transferred to the Tories. It is good social policy and powerful politics.

My experience on the housing committee of Westminster City Council makes me pessimistic about its likely success as far as the inner city areas are concerned. Here, most tenants live in blocks of flats on council estates which are notoriously difficult to sell. In Westminster, after 10 years of trying, fewer than 1,000 units have been sold out of a housing stock of 24,000 units, despite what appears at first sight to be a reasonable price when compared with nearby flats in the private sector.

In fact, our prices are completely unrealistic because, under the terms of the Housing Act 1980, the value of a dwelling house must be calculated on the price it would realise if sold on the open market by a willing vendor and with vacant possession. Tenants are offered a substantial discount on this price, depending on the length of tenancy, but this is an unnecessarily complicated system which is clearly not effective in persuading people to buy.

Inheriting rights

There are other special circumstances which apply to council flats and which need to be taken into account. As a Westminster City councillor I was recently called to serve on an inheritance panel to settle a dispute between the council and someone claiming to have the right to inherit the tenancy of a council flat. In this case a man claimed to have been sharing a one-bedroom flat with his mother, although he was registered as the tenant of a council flat in another part of London. Despite this he was awarded the tenancy of his mother's flat — a demonstration of how seriously the right to inheritance is taken by the council.

From the point of view of a potential purchaser of a flat in the

same block this means that occupants of the surrounding flats have security of tenure for at least two generations.

Another factor is that surrounding tenants may be indifferent to the standards of maintenance of communal parts of the property, even contributing to vandalism and other forms of abuse which, unfortunately, is commonplace on council estates.

When all these factors are taken into account the value of a flat in a council block takes on a very different aspect.

The criterion which has always governed the construction of coun-

TERESA GORMAN argues that legislation has priced many council flats in the inner cities out of the market

cil housing is the largest quantity for the lowest price and as a result building standards have frequently been shoddy, needing a high level of maintenance and expensive repair bills for work which itself is often of a poor standard. Nobody really cares much because nobody feels that they really own the property.

Then there are rent subsidies. At present one in three households in this country gets some form of rent rebate; for council tenants in England this currently amounts to more than £2,000 million a year. To put it simply, by failing to take all these factors into account we are grossly overvaluing council flats and that is why we cannot sell them.

From the perspective of a local councillor, council tenants are a disgruntled lot forever grumbling about their accommodation — often with reason. Who, given the choice, would live in, much less buy, a flat on most of our council estates?

If we are to increase sales the price we ask must be closely related to the current rents paid net of rent subsidy, excluding the rates. Current rent payments can then be converted into mortgage repayments over a 15 or 20-year period and that would determine the price received by the council: there would be no restrictions on subsequent rights to sell but purchasers would be precluded from coming back on to a council housing list.

Under my scheme the tenant turned owner still enjoys approximately the same disposable income, although something extra will be required from time to time for service charges, management and maintenance.

For this reason it is desirable that blocks are put into good structural repair before encouraging sales.

The new owner-occupiers would become shareholders in a maintenance company set up for each block and they would naturally regard the upkeep of the block as very important, taking a close interest in the quality and the cost of management and maintenance.

They would also have a keen interest in seeing that the overall quality of the block and the surrounding estate are maintained to protect their asset.

The council would also be a shareholder in the maintenance company on behalf of those who wish to remain as council tenants.

What about those tenants for whom the prospect of ownership and a capital gain may not be a sufficient incentive to buy? They will have the option of remaining as tenants, although at any time they will be able to buy at a price related to the rent at the time of purchase. Even older people will be encouraged to purchase, given the prospect of leaving something to their children.

Realistic prices

If we are realistic about the price of council flats everyone in the community will gain. Council tenants will convert a non-negotiable right into a negotiable one at a price they can afford: the council will receive large amounts of cash and it will save millions on the upkeep of property and the cost of running large housing departments.

Ratepayers will benefit, including those renting or buying in the private sector where rates often exceed rents. Businesses and householders in the vicinity of council estates will gain as vandalised and dilapidated property begins to blossom under the care of the new owners who have acquired the right to have a say in improving their environment. The economy as a whole benefits from a much wider property-owning class leading to increased mobility of labour.

The Government will be able to begin reversing the trend towards more and more spending on the provision of housing, maintenance and rent and rates rebates, currently costing the taxpayer over £5 billion a year. The Government should seize the opportunity to achieve the same success with the sale of flats as they have manifestly achieved with the sale of council houses. At present council flats are not assets but liabilities to the ratepayers; success depends on getting the price right.

The author is chairman of the Alliance of Small Firms and Self-Employed People.

LONDON DAY BY DAY

the Admiralty Board Room on an easel made from the old mahogany panels of the chapel of Greenwich Hospital, now the Royal Naval College.

Out of tune

A JINGLE by the eminent French composer Olivier Messiaen, designed to introduce events held during the coming European Music Year, has met with an unenthusiastic response from broadcasting stations and festival organisers.

The 22-second piece, played on the flute and imitating bird-songs was played to the European organising committee in Strasbourg at the wrong speed several times before the mistake was noticed, and although a BBC film has made the music more acceptable to television audiences, radio stations have been very reluctant to use it.

Promotion of the jingle has not been helped by Messiaen's insistence on payment by royalty every time it is used, rather than by the 5,000 French franc lump sum offered by the committee. The official view is that the composer would have been wiser to accept the one-off payment.

The Rod spared

ONE OF THE MOST interested spectators of the televising of the House of Lords, which starts in January, will be the retiring Black Rod, Lt.-Gen. Sir David House who is leaving the post at Christmas.

House, a former GoC in Northern Ireland, will be moving out of his flat at the House of Lords and setting up home in the North of England. He has been Black Rod for seven years and once even refused permission to enter the Committee of the Whole House to start the prorogation of parliament because of a demonstration by Labour MPs protesting about council house rent increases.

House's successor, Air Chief Marshal Sir John Gingell, is unlikely to have to deal with that sort of behaviour in the Upper Chamber of course, even under the provocative glare of the television lights. As it happens, however, Gingell is already setting the broadcasters an early test — how to pronounce his surname properly. For the record, the first "G" is hard and the second soft.

Northants carols

PRINCESS DIANA's father, the Earl of Spencer, has agreed to read a lesson in a carol service to be broadcast by BBC Radio Northampton from a local church in Wellingborough but will not be leaving home to do so.

Lord Spencer's reading from Luke's gospel at the shepherds' keeping watch at night, will be recorded at his home at Althorp and played into the programme during the service.

The radio station has tracked down other celebrities with local links, including Richard Baker who was evacuated to Northampton during the last war, Lady Hesketh and the local football club manager and their contributions too will be recorded in advance.

Just for kicks

A SPECIAL demonstration of the Chinese martial art of kung fu will be held at midnight tonight at the Odeon, Leicester Square, where British practitioners and a team from China will be showing off their high-kicking skills.

The location and timing would appear to be deliberate — aimed to lure the waiters and cooks of Sobe's Chinese restaurants as they go off duty.

Tongue in cheek

A LIST of Parliamentary expressions

which have been allowed during debates in Commonwealth parliaments this year — and those which have been ruled out of order — shows that Tasmanian MPs have been given the most licence. For the Tasmanian Speaker apparently

ruled that descriptions like "as thick as a bit of four-bay-four," "little left, light-right," "little standover George," and "saintly-and-so" and even "little bodge" were all perfectly acceptable. On the other hand, he drew the line at "gutter-snipe" and the accusation "they're all drunk over there."

Expressions turned down in other parliaments have included "congenital bloody liar" in the legislative assembly of Western Australia; "the best government that money can buy" in Queensland; and "shivers looking for a spine" in New Zealand.

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Going up in the world

AN ADVERTISEMENT for life engineers placed by the GLC's engineering department in the latest issue of *Engineering News</i*

National Theatre ‘being penalised for success’

By HARVEY LEE Arts Staff

THE NATIONAL Theatre revival of "Wild Honey" carried off three London theatre awards last night, only hours after the leak of a confidential report to Lord Gowrie, Arts Minister, in which Sir Peter Hall, its director says that the company risks a perilous decline because of an alarming cash crisis.

Forecasting a deficit this year of £200,000, the company has called for an extra £1,500,000 — representing a 20 per cent. increase — in its Arts Council grant next year.

Without the money, the National says it will have to drop its plans to create five acting companies.

Copies of the report have gone to Sir William Rees-Mogg and Mr Luke Rittner, chairman and secretary-general of the Arts Council, and to members of the National Theatre Board.

Sir Peter Hall said: "We want to make clear to the Minister that in us he has an investment that yields great financial dividends — apart from social and artistic ones."

Unique achievement

Every year, the National Theatre returns to the Treasury £4 million in tax and VAT on tickets. It provides thousands of jobs and is a big dollar earner. From 1979 until 1983 we balanced our books, a unique achievement in the subsidised theatre.

"We believed that all these factors would appeal to a monetarist Government. It seems not. We are in fact being penalised for our success. Without extra money, a successful and profitable Government investment could become an appallingly wasteful one."

The report claims that the National has lost more than £4 million in grant increases against inflation since 1979.

Coupled with estimates that the South Bank auditoriums have only been on average three-quarters full this year, prophecies of doom threatened to eclipse the National's hat-trick last night in the Laurence Olivier Awards.

Ian McKellen, John Gunter and Christopher Morahan star, designer and director of "Wild Honey," each received personal awards at the ceremony organised by the Society of West End Theatre.

Olivier III

Lord Olivier himself had in Buxton, and was not at the Theatre Royal, Drury Lane, to witness the SWET awards given for the first time in his name.

Vanessa Redgrave was named actress of the year in the revival of "The Aspern Papers." Edward Petherbridge ("Strange Interlude") and Marcia Warren ("Stepping Out") were best supporting players, and Maureen Lipman gave the best comedy performance, in "See How They Run."

Natalia Makarova ("On Your Toes") and Paul Clarkson ("The Bored Man") were best musical stars, while "42nd Street" was best musical.

Ned Sherrin won an "outstanding achievement" award for his "Ratepayers' Isolation" and play of the year was "Benefactor" by Michael Frayn, twice winner of best comedy awards.

Opera awards went to Philip Langridge, for his performance in "Osud," and to Welsh National Opera's "From the House of the Dead."

Dance Theatre of Harlem's production of "Giselle" and dancer David Bintley "Peterushka" were also awarded.

Other personal prizes were given to actors Brian Cox and Tim Flavin and actress Thuli Dlamini.

Those who presented awards included Lady Olivier, Lord Gowrie, Dame Anna Neagle, Judi Dench, Dorothy Tutin, Tom Conti.

Highlights will be shown on television tonight (Monday) presented by Frank Bough and Angela Rippon, in her first BBC appearance since she left newscasting to join TV-am.

BISHOP TUTU'S PRIZE DAY

By JULIAN ISHERWOOD
in Oslo

BISHOP Desmond Tutu, the 53-year-old Anglican anti-apartheid activist, arrived in Oslo yesterday for today's presentation of his Nobel prize for peace and the \$190,000 that goes with it.

Bishop Tutu, who becomes the first black Bishop of Johannesburg next month, was met at Oslo airport on his arrival from London by members of the Nobel peace committee.

Last night he and Mrs Tutu attended a dinner in their honour hosted by the Nobel committee.

On his arrival in Oslo, the Bishop said: "The peace prize is to show that God is in charge here in this world and that justice, goodness, peace, love and compassion will prevail, that God cares, the world cares and we are winning."

"We have won"

"There is now hope. The white South Africans have lost. We have won. We are being nice to them by saying: 'Join the winning side, we will be nice to you; we do not want to drive you into the sea,'" he added.

The Bishop said South Africa was already in a state of civil war, but added that he would not take up arms and described himself as a "peace-lover but not a pacifist."

He said that according to Christian traditions the time could come when it would be justified to overthrow an unjust regime by armed struggle.

LORD MAYER PICKED

Mr Roger Bramble, chairman of a firm of Lloyds' brokers and sheep, beef and grain farmer, is to be the next Lord Mayor of Westminster. He is to take office next May.



Bishop Desmond Tutu from South Africa, winner of this year's Nobel Peace Prize, accompanied by the Archbishop of Canterbury, Dr Robert Runcie, when he arrived at Canterbury Cathedral yesterday to preach a sermon.

PICTURE: PAUL ARMIGER

Stores packed for Sunday opening

SUNDAY Christmas shopping came to London's West End yesterday — and was voted a great success by the store managers defying the trading laws.

Shoppers turned out in their thousands to take advantage of the extra Christmas shopping day.

They were met by members of the shop workers union, USDAW, who picketed Heals and Habitat stores in Tottenham Court Road, distributing leaflets opposing any relaxing of the Sunday ban.

Mr Geoff Davy, managing director of Heals, said he was "very surprised" that the London store was as packed as any pre-Christmas Saturday.

"It appears to be a successful experiment and it has been great to see such a high number of families shopping there," he said.

Mr Davy praised the pickets for their good-humoured demonstration and there was no trouble.

Bomb hoax

The only blackspot was a bomb hoax which led to police evacuating the entire store.

Mr Chris Alacomson, manager of Habitat's Tottenham Court Road branch, said the Sunday opening — which will be repeated each Sunday this month at five Habitat stores around the country — has been "extremely successful."

Shoppers are saying how much easier it is to come in on a Sunday, particularly for parking."

Terry Sullivan, USDAW national officer, said he was "shocked and dismayed" that major stores should consider breaking the law so openly.

A spokesman for Debenhams, who plan to open all their British stores on the two Sundays before Christmas, said the law was likely to be changed soon but the group would pay any fine.

Habitat is only opening five selected stores on Sundays before Christmas — King's Road and Tottenham Court Road in London, plus Canterbury, Walsford near Oxford and Taplow near Slough.

Most major chains are waiting until later this week before announcing their plans for Sunday opening.

SUNDAY TRADING

In some editions on Saturday it was reported incorrectly that Debenhams, with 68 branches in England and Wales, would open its stores on Sunday. The stores will be open next Sunday, and we apologise for the error.

BABES IN THE WOOD PANTO FOR RADIO 3

Radio 3's first Christmas pantomime is the first radio production of a traditional players' theatre panto originally performed in London in 1833.

Babes In The Woods and the Good Little Fairy Birds goes out on Boxing Day with Dilys Llewelyn, Jane Wenham and Julia Sutton as the three witches and a rich musical backing including works by Verdi and Rossini.

The main Christmas offering on Radio 3 is a 10-part feast of sacred music covering 700 years. Set in the great European cathedrals and palaces of their day, these Christmas masses were recorded mainly in London churches but include one in Rome's Sistine Chapel.

SINGULARLY BUSY

One of Britain's oldest women, Miss Louie Hemington, was 107 yesterday at her nephew's home in Penny Gardens, Kirton, near Boston, Lincolnshire, the village where she has lived all her life. She says she has always been so busy that she had neither time nor opportunity to get married.

MONKEY RESEARCH PROTEST

TWO Glasgow University professors involved in controversial American brain damage experiments on monkeys have become the targets of a campaign by an animal welfare group.

The Scottish Anti-Vivisection Society says it will stage demonstrations at the homes of Prof James H. Summerville and Prof David Graham if they do not withdraw from their involvement in the "sadistic" and "sickening" research work being carried out at the University of Pennsylvania.

The Glasgow-based society has already notified its West of Scotland members of the professors' home addresses, urging them to write letters demanding that Glasgow University sever its links with the project.

They were also advised to be available for an "important demonstration" against vivisection, to be held on Dec. 15 at an unspecified location.

Injured monkeys

The society has been campaigning for over a year to end the Glasgow connection with the Pennsylvania experiments, which involve inflicting head injury on monkeys in order to sustain road accidents.

Although the two professors involved are directly involved in American laboratory work, the society claims that their contribution to the project is vital to its continuation.

Following the experiments at Pennsylvania, University's monkeys' brains are frozen and flown to Glasgow University's neuropathology laboratory in the city's Southern General Hospital, where they are examined by Prof. Adams, the departmental head, and his colleagues. He has stated that the Glasgow facility is the only one in the world capable of carrying out this work.

Slow negotiations

British architects, when eventually called on as slow-moving negotiations progress, will have their opportunity to declare the West's free spirit in bricks and mortar.

Negotiations are likely to be slow and difficult, with the Foreign Office using as leverage the Russians' need for two big new Embassy enclaves in West London.

Sir Iain Sutherland, Ambassador in Moscow, is determined that Britain should not build for herself a walled citadel cut off from the real life of Moscow. He strongly believes that this would be doing the Soviet authorities' work for them.

These showed apparently conscious animals struggling as the brain damage was inflicted, a dying baboon left unattended after being injured, researchers smoking while working at an operating table, and staff cracking jokes while playing with a brain-damaged monkey.

Following the screening, Prof. Adams said he could not defend some of the American researchers' behaviour and would only continue with the project after being assured that the code of conduct relating to the treatment and handling of the animals was adhered to.

His mother, Mrs Winifred Billington, said yesterday: "I still firmly believe he was murdered. She and her husband, Roy, asked for anyone with any information to contact them or the police.

Glasgow University's information officer says that the university had stopped accepting samples from the American laboratories until such time as assurances had been received that the code of practice is being followed.

Moscow Embassy challenge for British architects

By NIGEL WADE in Moscow

BRITISH architects will face a challenge in designing a new British Embassy in Moscow if negotiations to move from the present one proceed as planned.

U.S. SHOWS GO ON CHINA TV

By HUGH DAVIES in Peking

Peking television offered its usual pragmatic fare last night — a documentary on Dachang oilfield followed by an item on stamp collecting and a lecture on how to preserve oranges.

There was also a Chinese-made film entitled "Misfortunes never come singly."

However, a change in the air. China Central Television has begun showing 64 hours of American programmes produced by the Columbia Broadcasting System.

The first of the planned weekly hour-long spots drew a huge audience a few nights ago. It showed American ice figure skaters and the 1983 world gymnastic competition. Others are scheduled to include a documentary on America's role in China during the Sino-Japanese war, science and sports programmes, and cartoons and films depicting the American way of life.

Image advertising

CBS is giving the programme free of charge on condition that five minutes of commercials are included in each hour-long segment. Corporations such as Boeing and IBM are expected to use the airtime for image advertising.

Meanwhile, the singer John Denver has visited Peking to organise a worldwide live satellite television broadcast.

He is liked by Chinese leaders. Teng Hsiao-Ping and Zhao Ziyang who saw him perform during their trips to America.

GANG STEALS AMBULANCE

Joyriders stole a £20,000 ambulance while it answered an emergency call in Cotswold Way, High Wycombe, Buckinghamshire, early yesterday. The county's ambulance chief, Mr Colin Wilcox, said: "We could have lost a life because of this thoughtless action."

The ambulance was later found abandoned and undamaged three miles away in Swakeley Close, Loudwater.

Special needs require special care. This computer equipment means that severely handicapped children can communicate their thoughts, express their feelings and learn like other children. Each unit costs £2,000. Will you help?

"WE WILL BE CARING FOR CHILDREN AT CHRISTMAS, IN 1985, AND BEYOND."

THEY NEED YOUR HELP!"

"Just a glance at the pages of the National Children's Home survey 'Children Today' will tell you why thousands of children will be spending Christmas in our care.

HOW MANY CHILDREN?

Figures for England and Wales show that in 1982 there were 18,400 children "in care" because they had been neglected or ill-treated; just part of a staggering total of 93,200 children "in care" overall (sadly this figure includes 11,000 children under 5). It's facts like these that mean NCH will be caring for damaged and deprived children, not just for Christmas, but well into the future.

WHAT CAN WE DO? We give these children a future. Some, we prepare for a return to their family home or to foster parents. The older ones, we prepare for life in the outside world, often without a job, but always with the friendship and support of NCH.

WHAT CAN YOU DO?

We ask for your support in giving young people the skilled care and guidance they need. There are three ways you can help. You can send a donation to further our work. Better still, you can covenant a regular donation. This means that provided you are a taxpayer NCH can reclaim from the Inland Revenue the tax you have already paid on your gift. At present, that would amount to an extra 43 pence for every pound you give — and it won't cost you a penny more! Finally you can send for a copy of "Children Today" just to see what's happening to thousands of our children and young people.

Please tick here if you require a receipt.

I am interested in covenanting my gift to NCH. Please send me details.

Please send me a copy of 'Children Today'.

Please tick here if you require a receipt.

NAME Mr/Mrs/Miss
BLOCK CAPITALS PLEASE
ADDRESS

POSTCODE

PHONE NUMBER

FAX NUMBER

E-mail address

TELEGRAMS

TELEX NUMBER

TELETYPE NUMBER

INVESTMENT & BUSINESS

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Maverick oilman wins over analysts

TEXAS maverick T. Boone Pickens may appear to be on a one-man crusade to shake up America's oil industry, but he is not alone.

The controversial oilman, who last week launched a takeover bid for Phillips Petroleum, has plenty of backers, including a number of influential Wall Street oil industry analysts.

Chief among the proponents of Mr Pickens' tactics is Donald Lufkin and Jenrette's vice president for energy research, Ken Wulf.

Mr Wulf has been arguing for years that America's oil giants are in desperate need of a shake-up. In his opinion, the oil industry leaders' stock prices are too low, largely because the companies have saddled themselves with money losers and cut into profits through a decade-long practice of integration, diversification and bad management.

"There is too much financial strength held by the large companies," contends Mr Wulf. "Having so much financial strength, they're not very careful how they use it. In the past, they have tended to diversify,

THE AMERICAN INTERVIEW

unsuccessfully. They have tended to put more money in refining and marketing, which is a drag on profits. And they don't even always do the best job they can on exploration and production."

"Those three things together have made the companies' stock price relatively low in comparison to their value. And now we are seeing a reaction to the low stock price caused by those three factors. It is what I call the restructuring trend."

Number one on the list of restructuring mechanisms is takeover. The low stock price, relative to worth, makes companies such as Phillips vulnerable to acquisition.

The Oklahoma-based oil giant, which is America's tenth largest, has topped Wall Street's potential takeover lists for the past several months. Mr Wulf has been advising clients to buy Phillips stock since Mr Pickens raid on Gulf Corp. forced the oil giant to sell itself to Chevron rather than face a proxy fight led by the Texan.

Phillips is just what Mr Pickens has said in the past he wants in an oil company—it has an above-average dividend, a low debt position at replacing oil and gas reserves and managers who take decisions that don't always maximise shareholder wealth, says Wulf.

Mr Wulf, who at 44 is one of the more outspoken yet influential energy industry analysts, does not necessarily believe that Phillips' shareholders would be better off with Mr Pickens running the company.

"We don't advocate that Phillips should be taken over, or that they should become the target of a proxy contest," explains the analyst. "But we do want Phillips to make some changes to reshape their company into pieces that are worth more in the stock market."

Mr Wulf and the team at Donaldson, Lufkin and Jenrette are convinced that all of America's oil companies should spin off operations—marketing, refining, production, exploration—into separate entities, each run independently of the other and each with its own stock.

Mr Wulf in effect, would like America's oil industry giants to be chopped up into a host of smaller companies.

The spin-off idea is one that Mr Pickens also advocates and he has said his plans for Phillips should he gain control, will include separating the company's operations.

"We would like to see Phillips separate refining and marketing from exploration and production," Mr Wulf explains. "Then we would like to see them sell what remaining diversified businesses they have. If they created several exploration and production companies the separate operations would be worth more on

James Strode

Hugh Jenkins to head Heron U.S. operations

By BRUCE KINLOCH

SPECULATION over the future of Hugh Jenkins, who resigned unexpectedly last week as head of the investment team at the National Coal Board pension scheme, will end tomorrow when Gerald Ronson will announce that Mr Jenkins is to join Heron International to run its United States operations.

The City will see the appointment as a major coup for Heron, which has a vast and expanding investment in the United States. Apart from Heron Properties Inc and Hall Properties Inc, the group has a major financial services division in America.

It owns Pima Savings and Loan Association, Western American Financial Corporation and Western American Insurance Agency. Last July it disclosed that it had paid \$34.1 million for Sun State Savings of Phoenix, Arizona, a move which has helped Pima substantially to increase its base for further expansion.

In the year to March 31, 1984 Pima's total assets passed the \$1 billion mark, a 47 p.c. rise in the year and the United States financial services operations made a considerable contribution to the division's earnings. This includes the National Insurance and Guarantee Corporation which operates in the United Kingdom.

Hugh Jenkins, who was at the Coal Board for 22 years, the last 12 as head of the investment team, has built up enormous respect in the City where he is regarded as one of the most astute investment managers.

He has considerable experience of the United States where the coal fund's investment arm, Pan American Properties, owns a large portfolio formed from the acquisition of Continental Illinois Properties a real estate investment trust which was acquired when the exchange rate was \$2.25 to the pound.

Earlier this year Pan American acquired through a tender offer Rampsac, an Oakland, California, real estate trust, taking the coal funds' assets in the United States to \$750 million (£525 million) making it the largest British-owned property portfolio there.

Mr Ronson has had a close association with Mr Jenkins for many years. Heron developed the successful St David's Centre shopping project in Cardiff with the coal fund as its partner and it is working on a £100 million development in Southampton with the same partner.

Last year the coal fund was backed by Mr Ronson in his £200 million bid for UDS, the Stores group.

Mr Ronson sees the United States as a growth area for Heron International. The group recently established a major presence in the New York real estate market with the purchase of a Midtown Manhattan development site where an \$80 million (£56.5 million) tower is to be built.

TSB flotation set for next autumn

By ANNE SEGALL

PLANS for the stock market launch of the Trustee Savings organisation, similar to a building society, and as such has no direct owners.

But the speed with which the Government is pushing through the necessary enabling legislation has taken even the TSB by surprise. The Chancellor announced plans to bring forward the bank's privatisation programme by one year in the Queen's Speech in November, arguing that the move would "increase competition in retail banking."

Once the TSB Bill gets under way, it should proceed rapidly through the legislative process, receiving the Royal Assent by early summer.

This means that the TSB will be ready to make its stock market debut by the autumn.

The proposed TSB flotation has already raised considerable excitement in the City, with analysts forecasting a price tag between £500 million and £1 billion for the bank.

This would be the biggest new share issue ever contemplated after British Telecom and by far the biggest outside the Government's privatisation programme.

TSB chairman Sir John Reed has said that existing customers will be given priority in a flotation.

Telecom 'winners' today

AN ESTIMATED 100,000 applicants for British Telecom shares are expected to be disappointed when the two million allocation letters to members of the public go out by first-class post today.

About 5 p.c. of the successful applicants are understood to have been rejected on technical grounds, largely because application forms were wrongly completed.

COMPUTERS

Jingles bring jangles

By Michael Becket

CHRISTMAS is making the computer industry nervous this year. Even business machine sales show a seasonality and home computers traditionally notch up most of their business at this time, yet there are ominous forebodings about the 1984 season.

Market researchers have suggested that the home computer business has reached a plateau and may soon start to decline and business buyers are getting shrewder at a time when competition is already making marketing harder. In America there has been a slight downturn in sales of microcomputers for business use and the fears are that such trends usually cross the Atlantic.

Some computer makers who started with the low end of the business and graduated to commercial machines are fighting for their original base. Sinclair Research, which recently introduced the QL for small companies, is expecting continuing boom, and is forecasting 175,000 shipments to retailers in the four weeks up to Christmas.

But it is meeting tough opposition. Acorn, maker of the BBC B and Electron computers, is pumping £4.5 million into publicity for the selling season. It is aiming to sell 300,000 of its computers and £2.5 million software during the two month period.

A further player is Jack Tramiel of Commodore and the owner of troubled Atari, which he bought from Warner Brothers. In a bid to increase a share of the market he has just cut prices by a quarter, bringing the price of the 800XL

LOMBARD STREET

CITY'S MAN OF THE MOMENT

By Christopher Fildes

THE merchant banker of the day, much though he would dislike the label, is Martin Jacomb. His was the army which marched British Telecom to market. That battle won, the City turns to the next—to regulate its own affairs. If that is mishandled, it will be lost once and for all. Who was called to map out the battle-lines? Martin Jacomb.

The plans are under guard. But the intelligence services of friendly powers expect them to provide for a Securities Industry Authority to be set up at once, and to have the backing of law, once the legislators can catch up with events.

Mr Jacomb is a lawyer himself, coming to the City like successive Governors of the Bank of England, from the commercial bar: "Cyril Kleinwort asked me to join," he says. Today he is vice-chairman of Kleinwort Benson, a courteous, soft-spoken figure, much liked. Bankers call him sound, constructive, inventive, understated, kind: "Other people stub their toes where Martin doesn't."

He arrived to find the City still rocking from British Aluminium, when Siegmund Warburg had taken on a temporarily united City establishment, and won—rightly, Mr Jacomb says: "I don't like the idea of a club of people preserving their patch by club membership alone. It's got to turn on ability. I think that's highly relevant when it comes to City regulation. The clubs must open up."

Regulation came his way four years ago, when Governor Richardson chose him to head the powerful City Capital Markets Committee. Two years later he joined the Council for the Securities Industry, as deputy chairman, and the Take-over Panel. This year, Governor Leigh-Pemberton chose him to lead the Posse—the ten wise men who were to advise on a new structure for self-regulation, and were given three months. "It cost me my summer holiday," says Mr Jacomb ruefully.

Radical change in the City was

seen as an exciting opportunity for investors to take a stake in a major retail banking group with enormous growth potential.

The TSB has six million personal customers and assets of nearly £10 billion at the last count. Most of its lending has been to individuals in Britain and the group has thus avoided the pitfalls of loans to Latin America and other troubled areas of the world.

They say the lower rate is the "core" rate or underlying rate of inflation and derives from the expectations of households and businesses. But they also say the "core" rate is set to rise next year.

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Swiss choice

PRIORITY should be given to the removal of tax burdens on industry before further reductions in personal or consumer taxes, the Engineering Employers' Federation claims.

THE UNITED KINGDOM inflation rate is really less than 3 p.c. compared to the official 5 p.c. inflation rate of the retail price index according to brokers Laing & Croucher.

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Swiss choice

SALE TILNEY, the food-to-financial services group, has paid £44,000 for 25 per cent of Swiss food management group FINAD.

SALE TILNEY also has a 12-month option to buy a further 26 p.c. to give it control. FINAD claims £5m worth of funds under management.

Swiss choice

THE 1984 Daily Telegraph share race ended with the last of the day's stock market dealings on Friday. We shall announce the winner and the runners-up next Tuesday including some last-minute changes among the leading pack.

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Defence budget costs go over the top

AS long as the Government continues to rush at clearly marked minefields with all the enthusiasm of an Iranian revolutionary guard seeking no hope of avoiding the coming crisis over defence spending, it is doubtful whether any public expenditure issue which the Government will face during this Parliament has the potential to cause it more damage and embarrassment than defence.

In a sense, the problem is the immemorial one of Britain's reluctance to match its defence commitments to its willingness or ability to pay. The origins of our current difficulties are, however, fairly recent and can be quickly sketched.

When Mrs Thatcher's Government entered office in 1979, it specifically excluded defence from its planned spending cuts. The 1978 pledge to Nato by the previous Labour government to increase defence spending by 3 p.c. a year in real terms was reaffirmed, undertakings to improve service pay were honoured and the decision was taken to acquire at considerable expense a next-generation strategic deterrent in the form of Trident.

After less than two years it had become apparent to the Government that even with the additional resources which the Ministry of Defence was receiving it could not be able to make the books balance without some trimming. The result was the 1981 defence review which sought savings by reducing the size of the surface fleet.

Unfortunately, for the Government's hopes of getting defence spending under control, the Falklands War intervened before the cuts could be implemented. In the aftermath of the war, the Fortress Falklands policy and the reinvigorated navy lobby combined to ensure that they never were. At the same time, the projected costs of the Trident programme began to rise steeply because of the decision to purchase the much bigger D-5 missile in the interests of "commonality" with the Americans and the dramatic appreciation of the dollar against the pound.

Were the Government to maintain the Nato 3 p.c. commitment indefinitely, the Ministry of Defence would have little or no slack in its budget. Desirable investment in improving conventional defence by acquiring weapons incorporating the "emerging technologies" would largely have to be forgone.

In fact, the financial outlook is very much grimmer than even this implies. Earlier this year, under mounting pressure from the Treasury, we decided that defence could no longer grab an increasing share of resources which had to re-

ECONOMIC COMMENTARY



By Matthew Symonds

main stable in real terms if the Government's goal of seeing public spending decline as a proportion of GDP was to be realised.

Under the new defence estimates, the MoD will get £18.1 billion next year (2 p.c. real growth, a 4 p.c. inflation allowance) and £18.7 billion the following year (0.5 p.c. real growth, an inflation allowance of 3 p.c.). In the years after that, the intention is to hold defence spending level in real terms.

In order to assess the severity of the volume squeeze which these figures imply, it is necessary to make an estimate of the resources which would have been required to fund the forward defence programme fully. According to calculations made by defence economist David Greenwood (in *Public Expenditure 1984-85*, edited by Paul Coate), the "funding gap" will grow from 2.5 p.c. in the current fiscal year to nearly 25 p.c. or £4.7 billion by 1988-89.

One might argue that Mr Greenwood's assumption of an average 6 p.c. inflation for pay and pensions and 9 p.c. for equipment, resulting in a 7.5 p.c. yearly rise in overall defence costs, is too pessimistic. On the basis of past experience, however, it is certainly not a ridiculous projection.

Mr Heseltine the Defence Secretary claims that with improved housekeeping there need be no funding problem. He argues that by eliminating bureaucratic waste, rationalising research and development and improving procurement and production procedures, the money will stretch. Either the the full year market forecasters are beginning to edge up from about £4 million to £4.5 million, of which £2.1 million is likely to come from the marine side and the remainder from other activities.

The marine side will always be volatile, following the ups and downs of the North Sea and other offshore oil markets.

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"Highest turnover and profit before tax in the Group's history.

First two months of the current year has seen a continuation of recent high levels of trading."

John M. Hall, Chairman

BRICK KEEPS BRITAIN BEAUTIFUL...
(with acknowledgement to the Brick Development Association)

...NOTTINGHAM BRICK DOES IT PARTICULARLY WELL
Factories at Nottingham, Maltby, Leicester

Year to 30th September

	1984	1983
Turnover	£28.85m	£27.20m
Profit before tax	£1.79m	£1.05m
Earnings per share	11.0p	7.9p
Dividend per share	5.0p	3.5p

This advertisement does not and is not intended to form the basis of any offer of the share capital of, or the undertaking or assets of, Yarrow Shipbuilders Limited.

Yarrow Shipbuilders Limited
(A subsidiary of British Shipbuilders)

Lazard Brothers have been requested by British Shipbuilders to find a purchaser for the whole of the share capital of Yarrow Shipbuilders Limited.

Yarrow Shipbuilders Limited, Scotstoun, Glasgow, is a leading shipbuilder specialising in the construction of warships and has substantial design capabilities. Profit before tax for the year ended 31st March, 1984 amounted to £1.5 million (1983—£3.7 million).

Lazard Brothers will, at their discretion, make available further information to interested parties.* It should be noted, however, that under the Aircraft and Shipbuilding Industries Act 1977 the consent of the Secretary of State is required before British Shipbuilders disposes of any interest in any of its wholly-owned subsidiaries.

Enquiries:
E W Dawnay
R N Paterson

Telephone: 01-588 2721

Lazard Brothers & Co., Limited,
21, Moorfields,
London EC2P 2HT

*Initial offers should be submitted by 21 January, 1985.

This advertisement does not and is not intended to form the basis of any offer of the share capital of, or the undertaking or assets of, Hall Russell Limited.

Hall Russell Limited
(A subsidiary of British Shipbuilders)

We have been requested by British Shipbuilders to find a purchaser for the whole of the share capital of Hall Russell Limited.

Hall Russell Limited is an Aberdeen based shipbuilder capable of designing and building specialised vessels, including smaller warships. Profit before taxation for the year ended 31st March, 1984 amounted to £741,000 (1983—£766,000).

Lazard Brothers will, at their discretion, make available further information to interested parties.* It should be noted, however, that under the Aircraft and Shipbuilding Industries Act 1977 the consent of the Secretary of State is required before British Shipbuilders disposes of any interest in any of its wholly-owned subsidiaries.

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THIS ADVERTISEMENT IS ISSUED IN COMPLIANCE WITH THE REQUIREMENTS OF THE COUNCIL OF THE STOCK EXCHANGE.
IT DOES NOT CONSTITUTE AN INVITATION TO ANY PERSON TO SUBSCRIBE FOR OR TO PURCHASE ANY SHARES.



(Incorporated in England and Wales under the Companies Acts 1948 to 1976—No. 1512178)

SHARE CAPITAL

Authorised

£2,385,000

Issued and now
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£1,788,750

Placing by
Cazenove & Co.
of 1,788,750 Ordinary Shares of 25p each
at 160p per share

Application has been made to the Council of The Stock Exchange for the whole of the share capital of Candover Investments plc, issued and to be issued, to be admitted to the Official List. Particulars relating to Candover Investments plc are available in the Exetel Statistical Services and copies of particulars and of the Prospectus may be obtained during normal business hours on any week day (Saturdays and bank holidays excepted) up to and including 27th December, 1984 from:

Cazenove & Co.
12, Tokenhouse Yard, London, EC2

Patrick Minford argues that miners who remain on strike are effectively creating an environment which will eventually force other unions into accepting realistic wage deals to preserve job security.

Prospects pivot on the labour outlook

THE prospects for the British economy are dependent on the outcome of the miners' strike.

The hope must now be that many miners will accept economic logic and go back to work, and that there will be no concessions on the principle that uneconomic pits must be closed as soon as possible within an orderly programme of transition.

Those miners who remain on strike, perhaps for much of next year, will then de facto be closing down the pits at which they work, so accelerating the closure programme and causing themselves greater transitional hardship than necessary.

If this happens, other unions will take note of the new environment. So far they have continued largely to act as if they had not experienced a sharp decline in membership (by more than 5 p.c. of the labour force in four years) and as if there had not been three Acts passed radically cutting back their immunities from the ordinary processes of the civil law.

They have continued to push up real wages and destroy jobs. But with the defeat of the miners, they would no longer be able to ignore the realities, or hope that they could be reversed by "direct action" of the NUM type. We should then see union wage agreements truly designed to ensure job security instead of job-destroying real wage increases; such agreements will also be in line with what union members appear (naturally enough) to be demanding.

Much is therefore at stake.

The Government must win this strike and be seen very clearly to win, however long it takes. Yet in other ways progress has been disappointing. The absence of any Cabinet strategy for reducing public expenditure has been again highlighted in the government's breakaway by spending ministers defending their corner.

One plea has been that public spending on construction (or infrastructure) is good for employment. This is false, based on old Keynesian thinking which this Cabinet at least is supposed to have seen through.

The way to understand the problem of "job-creation" is to imagine first spending £100 million on construction and financing it "at a given PSBR" by raising "realistic" taxation (i.e. taxes which only effect on supply, which only reduce private spending). What then happens once any short-run demand effects (probably negligible and

hard to estimate anyway) are out of the way, is that expenditure has switched from its "average" composition towards construction. If construction uses more labour per pound spent, employment will rise.

Another effect is on the balance of payments: more or fewer imports will be generated by the different import content of construction, and in the medium term this will require some downward movement in United Kingdom costs (as to wages) to generate more exports. This downward movement in wages will reduce incentives to work and so reduce employment. (In the long run this effect is probably negligible.) It so happens that because construction is more capital-intensive than the average, the net effect on jobs is negative.

Compare now, spending money on tax cuts, the Chancellor's stated priority. The tax cuts have no effect on labour intensiveness because they will be spent in much the same way as the "neutral" taxes that finance them. But if they do have an effect on incentives to supply and demand labour. Rises in tax thresholds make it more worthwhile for unemployed people to take lower-paid jobs than before.

This is an improvement of the "unemployment trap," and a rise in labour supply at given wages. Cuts in firms' National Insurance contributions lower labour costs and so cause an increase in labour demand at given wages.

The result in either case is a rise in the supply of output: the economy is capable of producing and the number of jobs it is capable sustaining; the implication is that demand can rise to this level without causing problems and jobs at this level of demand are "real" (i.e. sustainable) jobs.

Against this some know-nothing politicians scoff that "incentives do not matter." But haven't we spent two decades destroying incentives and with that destruction the performance of the British economy, enough to give the lie to such complacency? The evidence is that these incentive effects are powerful — £100 million spent on raising tax thresholds creates 10,000 jobs (as against a net reduction in jobs if spent on capital-intensive infrastructure). That estimate is based on Liverpool research. But if you prefer London School of Economics' research, the same money spent on cutting em-

ployers' National Insurance contributions also gives you a similar number of extra jobs.

Politicians must understand these not-very-complicated results (based on additions to supply) and stop quoting estimates of short-term job-creation (some from reputable bodies who should know better) based on Keynesian demand stimulus which no serious economist any longer regards as a source of sustainable jobs.

This brings us naturally to the Public Sector Borrowing Requirement and monetary policy.

The Government has created confidence in its financial integrity, that is considerable achievement, but that confidence must be strengthened: money-supply growth must go on falling steadily.

The P.S.B.R. does not have to fall so fast, now that it is down to around 2 p.c. of G.D.P.; if it is held at about 2.8 billion for the next three years, it will not endanger confidence or the monetary targets but it will enable tax cuts to come faster and strengthen the supply side of the economy that much sooner.

The Chancellor's target of £12 billion in tax cuts over the next four years is achievable; and we have built it into this forecast.

There is reason to show confidence in the cause of the British economy. The international background is favourable.

Interest rates have fallen in the United States and the world recovery looks set to continue if at a steady and unspectacular pace: money is still tight all over the world (made more so by problem loans and banking failures) but world inflation has fallen and continues to do so as a result, so helping the recovery along. Domestically, monetary conditions are under firm control and spending is buoyant — both consumption and investment.

The U.K.'s prospects nevertheless remain pivoted on the labour outlook. On the basis that realism truly does return after its last decade and a half of heady and dangerous power, we remain cautiously optimistic about a slow decline in unemployment. People must beware of extrapolating unpleasant situations or trends out of sheer impatience with the pace at which improvements can show themselves.

Patrick Minford is Professor of Applied Economics at the University of Liverpool.

THE LIVERPOOL FORECAST

1984	1985	1986	1987	1988	1989
GDP Growth p.c. (expenditure estimate)	2.4	3.5	3.4	2.8	4.2
Inflation—p.c.	4.5	3.1	2.2	2.1	1.3
Unemployment (millions excluding school leavers) ...	3.1	3.1	3.0	2.8	2.6
Exchange Rate (trade-weighted average)	77.6	77.4	77.7	78.7	79.0
Treasury Bill Rate p.c. ...	9.7	7.9	7.1	6.6	6.4
Current Balance (£ billions) ...	-0.4	0.5	3.3	5.0	4.5

Details of the Liverpool Forecast are given in Quarterly Economic Bulletin, available on subscription from Liverpool Macroeconomic Research, P.O. Box 147, Liverpool L69 3BX.

THIS WEEK'S DIVIDENDS

TODAY: Finals: Blyvooruitzicht Gold Mining, City Site Services, Dubson Park, Duobiller, Durban Roodepoort Deep, East Rand Consolidated, Driefontein Consolidated, Inn Leisure, Kloof Gold Mining, Lake City, LPA Inds, McLeod Russell, McCorquodale, McLeod Russell, New Town Inds, Cables Ltd, Crown House, Hogg Robinson Grp, London & Overseas, Marling Inds, Nortros, Norton Opas, Alfred Preedy, Property Holdings & Inv, Tst, Sheraton Securities

INTERNS: Baker Perkins, New Town Inds, Cables Ltd, Crown House, Hogg Robinson Grp, London & Overseas, Marling Inds, Nortros, Norton Opas, Alfred Preedy, Property Holdings & Inv, Tst, Sheraton Securities

INTERNS: Alphameric, Assoc British Eng, Berkeley Grp, DBE Technology Corp, Declerck Gold, Deneb, Dillinger, Elco, Eurogold Assoc, Meyer Intel, Parkfield Grp, Smith Whitworth, Wight Collins Rutherford Scott.

WEDNESDAY: Finals: Associated Paper Inds, Bagdad Brick, Charles Baynes, Burns Anderson, Irish Distillers, NSS Newsagents, Stakos, Tate & Lyle, Tinsley Inds, Tinsley Strathclyde, Archimedes Invest, Tst, Brindley & Co, H. P. Bulmer, Chartered Interiors, Arlington Motor Hotel, British Steel Specialities Grp, British Building & Engineering, Harvey, Fuller Smith & Turner, Greene King & Sons, Greycoat City Offices, Haslemere Grp, Harold Ingram, London Merchant Securities, Mitchell Somers A. Monk, RFD Grp, Smith Bros, Stoddard, Thorpe Grp, Unigate

FRIDAY: Finals: Hardys & Sons, Utd Sprung & Steel Grp, John Williams of Cardiff, Wm Cook & Sons, Dwek Grp, Initial, Jules Thistis, Phoenix Timber Grp, Tex Abrasives, Wasall (JW).

INTERNS: John Booth & Sons, Wm Cook & Sons, Dwek Grp, Initial, Jules Thistis, Phoenix Timber Grp, Tex Abrasives, Wasall (JW).

SHEDDING: Blyvooruitzicht Gold Mining, City Site Services, Dubson Park, Duobiller, Durban Roodepoort Deep, East Rand Consolidated, Driefontein Consolidated, Inn Leisure, Kloof Gold Mining, Lake City, LPA Inds, McLeod Russell, McCorquodale, McLeod Russell, New Town Inds, Cables Ltd, Crown House, Hogg Robinson Grp, London & Overseas, Marling Inds, Nortros, Norton Opas, Alfred Preedy, Property Holdings & Inv, Tst, Sheraton Securities

INTERNS: Alphameric, Assoc British Eng, Berkeley Grp, DBE Technology Corp, Declerck Gold, Deneb, Dillinger, Elco, Eurogold Assoc, Meyer Intel, Parkfield Grp, Smith Whitworth, Wight Collins Rutherford Scott.

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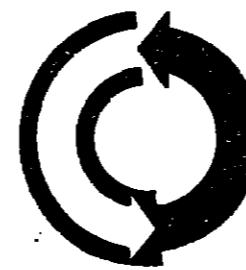
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الجهاز المركب

Copies of this document having attached thereto the documents specified herein, have been delivered to the Registrar of Companies for registration.

Application has been made to the Council of The Stock Exchange for all the shares of common stock of Process Systems, Inc. issued and to be issued, to be admitted to the Official List.

This document includes particulars given in compliance with the Regulations of the Council of The Stock Exchange for the purpose of giving information with regard to Process Systems, Inc. The Directors of Process Systems, Inc., have taken all reasonable care to ensure that the facts stated herein are true and accurate in all material respects and that there are no other material facts the omission of which would make misleading any statement herein whether of fact or opinion. All the Directors of Process Systems, Inc. accept responsibility accordingly.



Process Systems, Inc.

(Incorporated with limited liability under the laws of the State of Georgia, United States of America)

OFFER FOR SALE

by

**J. HENRY SCHRODER WAGG & CO.
LIMITED**

of

**16,000,000 shares of common stock of par value US\$0.025 each at 92p per share
payable in full on application**

The Application Lists for the shares now being offered for sale will open at 10 a.m. on Thursday, 13th December, 1984 and may be closed at any time thereafter.

The procedure for application and the Application Form are set out at the end of this document.

It is expected that dealings in the whole of the issued share capital of the Company will commence on 20th December, 1984.

SUMMARY

The information below should be read in conjunction with the full text of this document, from which it is derived.

BUSINESS

The Company, a high technology company, based in Charlotte, North Carolina, US, designs software for microelectronic control and recording equipment, which it assembles and distributes to the US electricity supply industry.

For its major product, the solid state recorder, the Company has established itself as the market leader, accounting for an estimated 60 per cent. of units sold to US electrical utilities in the year to 30th June, 1984. In that year, the Company's second largest contributor to sales was its electronic totaliser; it had an estimated 90 per cent. share of that market. The Directors estimate that only some 8 per cent. of the potential market for solid state recorders has been satisfied to date. The Company is now poised to benefit significantly from a lengthy period of evaluation of its solid state recorders by a number of major US electrical utilities.

The Company has a substantial commitment to research and development, amounting to 11 per cent. of sales in the year to 30th June, 1984, to enhance existing products and to provide new products for the future. One such product, the ProData system, is expected to become the second largest contributor to sales in the current year. A time of use meter and a load management system are at advanced stages of development, with material sales of the time of use meter expected in the year to 30th June, 1986.

As shown below, the Company's sales have grown rapidly in the five years to 30th June, 1984. The Company has expanded to meet this demand and the number of employees now totals 89, as compared with 66 at 30th June, 1984 and 38 a year earlier. Furthermore, sales per employee increased from \$105,000 in the year to 30th June, 1983 to \$159,000 in the year to 30th June, 1984.

TRADING RECORD AND FORECAST

Net sales, net income after taxes and earnings per share of the Company for the five years ended 30th June, 1984 were as follows:

	Year ended 30th June,				
	1980	1981	1982	1983	1984
Net sales	\$19	1,577	2,362	3,718	8,349
Net income after taxes					
Earnings per share (cents)	0.03	0.57	1.27	1.95	3.81

The Directors forecast that net income after taxes for the year ending 30th June, 1985 will be not less than \$2.9 million, equivalent to 5.8 cents per share, on the basis of which they intend to pay a dividend of 0.25 cents per share.

OFFER FOR SALE STATISTICS

Offer for Sale price per share
Market capitalisation at Offer for Sale price
Price-earnings ratio on forecast earnings per share (Note)
Gross dividend yield based on forecast dividend per share (Note)

Note: An exchange rate of \$1.2078: £1 has been used, being the rate ruling at the close of business on 5th December, 1984.

GLOSSARY

Meter	Device to measure consumption of electricity.
Totaliser	Device linked to a meter which allows multiple attachments of monitoring equipment.
Recorder	Device for combining the information from a number of separate meters.
Load management	Device which records the information from a meter or a totaliser.
Microprocessor	A means by which the consumption of electricity can be controlled.
solid state	Silicon based component capable of performing complex electronic functions.
Microelectronics	Incorporating miniaturised electronic components.
	Devices incorporating microprocessors.

HISTORY AND DEVELOPMENT OF THE BUSINESS

The Company was incorporated on 1st July, 1969 by Lawson Hamilton and, from its inception, concentrated on the practical application of solid state electronic technology to process control and monitoring in basic industries. The early products were computer-controlled colour matching systems for the textile industry and process control computers for the chemical industry. These products were technically successful but their servicing requirements proved onerous and the business was not profitable. Consequently, the Company sold that business to Reliance Electric Company (now a division of Exxon Corporation) in 1975.

The Company then introduced a line of electrical monitoring and energy management equipment using microelectronic technology. These products were marketed on a nation-wide basis to commerce and industry. The resulting business contacts with US electrical utilities identified a specific market for which the Company was to develop its current systems and products.

In 1978, the Company first introduced microelectronic products designed for direct application to the US electricity supply industry, from which it currently derives almost

all its sales revenues. After initially producing a time of day demand indicator, the Company developed a range of electronic devices comprising isolation relays, totalisers, solid state recorders and related products, which are marketed under the Sentry brand name. The success of these products is reflected in the Company's rate of growth over the last five years and has enabled it to consolidate its marketing and service base with the US electricity supply industry.

In June, 1984, 5.25 million shares were placed with selected UK institutions, raising \$3.6 million net of expenses for the Company. At that time the Directors stated their intention to seek a public market for the Company's shares. The decision to list the shares of the Company in London rather than in the US reflects the Directors' preference to avoid the significant time and expense associated with being a listed company in the US at this stage in the Company's development.

Of the 16 million shares now being offered for sale, 9.6 million are being sold by existing US shareholders. None of the UK institutional shareholders is selling shares in the Offer for Sale. The Directors and the other vendors have stated that it is not their intention to sell any further shares for a period of 12 months.

DIRECTORS, ADVISERS AND BANKERS

DIRECTORS

Lawson Early Hamilton, III
Chairman, President and Chief Executive Officer

Frank Hiram Hoff
Vice President — Sales

William Michael Turner
Vice President — Finance and Operations and Treasurer

Michael David Alembik

Ernest Reed Gaskin

Luther Hartwell Hodges, Jr.

Walter Olin Nisbet, III

Earl Norfleet Phillips, Jr.

all of 8334 Arrowridge Boulevard, Charlotte, North Carolina, 28210, and all being citizens of the US.

Company Secretary and Principal Office

William Michael Turner,
8334 Arrowridge Boulevard, Charlotte,
North Carolina, 28210.

Issuing House

J. Henry Schroder Wag & Co. Limited,
120 Cheapside,
London EC2V 6DS.

Auditors and Joint Reporting Accountants

Price Waterhouse,
Certified Public Accountants,
One NCNB Plaza, Suite 3200,
Charlotte, North Carolina, 28280.

Joint Reporting Accountants

Price Waterhouse,
Chartered Accountants,
Southwark Towers, 32 London Bridge Street,
London SE1 9SY.

Solicitors to the Company

Stephen Harrison,
Saddlers' Hall, Gutter Lane, Cheapside,
London EC2V 6BS.

United States Counsel to the Company

Allemek, Fine & Caliner, P.A.
300 Peachtree Centre, South Tower,
225 Peachtree Street, N.E.,
Atlanta, Georgia, 30303.

Tankersley & Paines

Barrington House, 59-67 Gresham Street,
London EC2V 7JA.

Receiving Bankers

National Westminster Bank PLC,
New Issues Department,
P.O. Box 79, 2 Princes Street,
London EC2P 2BD.

UK Registrars

National Westminster Bank PLC,
Registrars' Department, P.O. Box 62,
37 Broad Street,
Bristol BS9 7NH.

Bankers

Williams & Glyn's Bank plc,
5-10 Great Tower Street,
London EC3R 5DH.

Stockbrokers

de Zoete & Bevan,
25 Finsbury Circus,
London EC2M 7EE.

Receiving Bankers

National Westminster Bank PLC,
New Issues Department,
P.O. Box 79, 2 Princes Street,
London EC2P 2BD.

SHARE CAPITAL

Authorised

100,000,000

Shares of common stock of par value US\$0.025 each

Issued and
outstanding and to be
issued fully paid

53,734,000

In addition, the Company has outstanding Stock Options which, if exercised in full, would require the issue of a further 4,400,000 shares.

The shares which are now being offered for sale will rank in full for all dividends and other distributions hereafter declared, made or paid on the issued shares.

INDEBTEDNESS

At the close of business on 23rd November, 1984 the Company had outstanding secured indebtedness in the amount of \$6 million and a guarantee in connection therewith in respect of an Industrial Revenue Bond issued in connection with the purchase and development of new premises at Charlotte, North Carolina.

Save as aforesaid, the Company did not have any loan capital (including term loans) outstanding, or created but unissued, or any other borrowings or indebtedness in the nature of borrowings, including bank overdrafts and liabilities under acceptances (other than normal trade bills), or acceptance credits, mortgages, charges, hire purchase commitments, guarantees or other material contingent liabilities.

DEFINITIONS

The following definitions apply throughout this document unless the context requires otherwise—

'the Company'

'shares'

'the shares' of common stock of par value US\$0.025 of the Company whether issued and outstanding, in treasury or authorised but unissued.

'the Offer for Sale'

'the offer for sale by J. Henry Schroder Wag & Co. Limited of 16,000,000 shares described in this document'

'new shares'

'5,500,000 shares being issued by the Company and the 940,000 shares being sold by the Company from treasury which, in each case, are included in those now being offered for sale.'

'vendors'

'existing shareholders (other than the Company) who are selling shares which are included in those now being offered for sale.'

'vendor shares'

'the 9,600,000 shares now being sold by the vendors and which are included in those now being offered for sale.'

'Stock Options'

'Options to subscribe for shares.'

'UK' and 'United Kingdom'

'United Kingdom of Great Britain and Northern Ireland and United States of America, respectively.'

'\$' and 'cents'

'US\$, dollars and cents'

'US dollars and cents'

'US dollars and cents'

This document does not constitute an offer or solicitation to anyone in any jurisdiction outside the UK in which such offer or solicitation is not authorized or to any person to whom it is unlawful to make such offer or solicitation.

The shares now being offered for sale have not been registered under the Securities Act of 1933, as amended, or under the securities laws of any state or territory of the United States ("North America") or to or for the benefit of any person who is a national or resident thereof, the states of each such nation and possession, or Canada or any political subdivision thereof (collectively "North American Persons") or to or for the benefit of any North American Person as part of the distribution of such shares. No holder of such shares may, under any circumstances, be a principal or agent, offer, sell, resell, transfer or otherwise dispose of such shares in North America or to or for the benefit of any North American Person at any time before January 1, 1985. In addition, the Company will not file a registration statement with respect to the shares and every other person applying for registration in respect of such shares on or before 30th June, 1985 will be required to make a declaration in the form referred to in paragraph 9 of Appendix III, and the certificates representing such shares will bear a legend referring to such restrictions.

Existing UK shareholders of the Company are being offered preferential application rights under the Offer for Sale up to 1,600,000 shares. Details of these rights are set out in Procedure for application.

INDUSTRY BACKGROUND

The US electricity supply industry comprises over 200 listed utility companies, 100 federal government-owned projects, 1,700 municipal systems and 900 rural co-operatives. The 150 major listed utility companies account for some 88 per cent. of the electricity sold in the US, and the Company has sold its products to the majority of them.

Under the Public Utility Regulatory Policies Act of 19

Process Systems, Inc.

continued

In the past, utilities have used magnetic tape recorders to provide data both for survey purposes and for billing. This medium for recording data has, however, proved cumbersome and in many cases unreliable. Malfunctions in magnetic tape recorders have proved to be relatively frequent and it is often the case that up to 30 days' data may be lost, causing serious gaps in surveys and possible loss of income. Accordingly, utilities have begun to purchase solid state devices, such as those produced by the Company, to replace magnetic tape recorders. These products are more reliable, enable the collection of more detailed data and offer the ability to recover the data remotely via the telephone line.

Utilities avoid, wherever possible, building new generating capacity, due in part to the cost being a substantial multiple of that of existing plant and due also to the strength of the US environmental lobby. Consumption of electricity is subject to peaks and troughs throughout the day and utilities, therefore, take measures to reduce electricity consumption in periods of peak demand, particularly where this is close to maximum capacity. This can be done in two ways:

- (1) time of use pricing, which relates the cost of electricity to the time of day at which it is used; and
- (2) load management programmes, whereby the customer permits the utility, for a lower basic price of electricity, to turn on the supply to some appliances. In residential applications this would be restricted to identified, non-essential, appliances.

The Company's research and development programme is primarily directed towards new products designed to provide the means for limiting electricity consumption at times of peak demand, using each of these two methods.

The US electricity supply industry is a cautious one, in which malfunctions have serious public consequences. Utilities purchasing strategy is therefore strongly averse to risk-taking. Initially, utilities purchase relatively small numbers of units of a new product for evaluation. After satisfactory testing of these evaluation quantities, utilities accept the product and generally place orders for significantly larger quantities. This process of evaluation and acceptance of new products, even from established suppliers of other accepted products, can, depending on the product, take up to two years. Once a supplier, such as the Company, has had its products accepted, it stands at a significant competitive advantage to other potential suppliers.

BUSINESS OF THE COMPANY PRODUCTS

The contributions of the three existing product ranges to the net sales of the Company for the five years ended 30th June, 1984 were as follows:

	Year ended 30th June,				
	1980 \$'000	1981 \$'000	1982 \$'000	1983 \$'000	1984 \$'000
Solid state recorder systems	—	188	188	1,778	5,844
Electronic totalisers	282	594	1,762	1,658	2,078
Isolation relays	45	107	184	180	200
Other income (Note)	485	286	228	94	150
	818	1,577	3,363	3,718	8,349

Note: Other income includes interest income, lease revenues on equipment owned by the Company, service revenues and spare parts for the previous generation of products.

Sales of solid state recorder systems have grown from \$0.2 million to \$5.8 million over the three years to 30th June, 1984, and are expected to continue to grow substantially during the current year. The market for totalisers and isolation relays is regarded as mature and sales are expected to remain at similar levels to those of the past three years. A new product, the ProData system, is currently being introduced and evaluation quantities of this system have been sold. The evaluation period for this product is only some 2-4 months and it is expected that it will be the second largest contributor to sales in the year to 30th June, 1985.

Solid state recorder system

The solid state recorder system enables utilities to collect and store data relating to quantity and time of use of electricity consumption by individual customer, which can then be used for both survey information and billing. The system comprises a central station located at the utility which is linked to recorders at selected customers' premises. The recorders are sophisticated electronic data-collection units which contain software and circuitry enabling them to store the information generated by conventional electro-mechanical meters. Data can be retrieved from the recorder either by calling it up remotely via the telephone line from the central station, or by direct access with a hand-held reader. There are three recorders in the product range, incorporating variations of memory size and physical configuration. The sales prices of solid state recorders range from approximately \$700 to \$2,200 each.

Hand-held readers are sophisticated microcomputers which are used to collect the data stored in recorders that are not directly linked by telephone to the central station. They can store data from a number of different recorders and can, in addition, be used to make changes to the programming of the recorders *in situ*. Data collected in this way can subsequently be transferred to the central station either directly or by telephone. The sales prices of the hand-held readers range from approximately \$5,400 to \$6,400 each.

The Company develops the software and manufactures the hardware for the recorders but purchases the other hardware components of the system, into which it loads its own software. The Company believes that its policy of designing the software for, and assembling, the whole system enables it to exercise extensive control over product quality and performance. This quality control is critical to its success.

Electronical totalisers combine data from a number of meters. The data can then either be read directly from the totaliser or be transferred to recording equipment. Typically, a totaliser is used where there is a number of meters and summary information for billing is required.

As replacements for electro-mechanical totalisers, the Company's electronic totalisers are both more reliable and more sophisticated. The Company's basic electronic totalisers are priced at between \$390 and \$500, contain no software and can only transfer data to recorders. The advanced models are priced at between \$1,550 and \$4,500, incorporate software which can identify demand peaks and the times when they occur and can calculate certain components of power supplied to industrial customers. There is a range of five advanced totalisers with varying levels of capacity and on-site data display.

Isolation relays

Isolation relays allow the attachment of additional survey equipment to a meter, to enable duplicate readings to be taken by the customer, without disturbing the integrity of the data transmitted from the meter to the utility. Isolation relays are priced at between \$90 and \$170 each.

ProData system

In addition to the products described above, the Company has recently introduced,

the ProData system. This has been designed to enable utilities to undertake surveys of the amount of energy consumed by certain individual domestic appliances such as water heaters, swimming pool pumps and air-conditioning units. Rate schedules can then be developed to discourage the use of such appliances at times of peak demand.

The system is comprised of transponders, which are inserted between the plug of the appliance and the wall-socket, and a receiver, usually located within a solid state (or magnetic tape) recorder. The transmitter transmits through the internal electrical wiring, a signal indicating consumption by that appliance. Each receiver can monitor signals transmitted by three separate transponders. The ProData system will provide utilities with more detailed information than has previously been available. It is economical to install and represents a significant technical advance by the Company. Each ProData system, consisting of three transponders and one receiver, is priced at approximately \$2,400.

MARKETING AND CUSTOMERS

The Directors estimate that only some 8 per cent. of the potential market for solid-state recorders in the US has been satisfied to date. The Company has established itself as a market leader, accounting for an estimated 60 per cent. of the solid state recorders, and an estimated 90 per cent. of the electronic totalisers sold to US electrical utilities in the year ended 30th June, 1984.

The Company employs 8 sales staff in Charlotte, reporting to the Vice President-Sales, co-ordinating with 23 independent sales agencies throughout the US which, between them, employ over 100 sales representatives acting for the Company. The agencies normally represent a number of suppliers of equipment to utilities and are chosen, often in consultation with local utilities, for their expertise and knowledge of the utilities' requirements. Sales representatives are responsible for maintaining close relationships with utilities and for developing product specifications and providing local after-sales support and training.

The Company has sold its products to the majority of the listed US electrical utilities. There is also a market for the Company's current products among the federal government-owned projects and the municipal utilities. Bonneville Power Administration is already a major customer of the Company and the Company's solid state recorder system has been approved by a number of municipal utilities. The principal customers of the Company by sales during the past three financial years are shown in the following table:

	Year ended 30th June,		
	1982 \$'000	1983 \$'000	1984 \$'000
Consolidated Edison Company of New York, Inc.	1,063	636	1,226
Southern California Edison Company	—	105	58
Bonneville Power Administration	—	212	73
Duke Power Company	111	47	252
Florida Power and Light Company	—	234	12
Alabama Power Company	38	18	218
Senate Power Company	—	53	45
Puerto Rico Electric Company	—	—	32
Georgia Power Company	—	55	14
Florida Power Corporation	—	—	182
South Carolina Electric and Gas Company	153	67	151
Nigeria Mchawak Power Corporation	616	261	833
Others (Note)	616	24	91
Other income	173	74	91
	2,363	1,000	3,718
			8,349
			100

Note: Other customers in the year to 30th June, 1984 totalled 187, none of which accounted individually for sales of more than \$10,000.

The Company has received certification for its solid state recorder system from the Consumer and Corporate Affairs commission in Canada and has applied for approval from the Canadian Department of Communications and from the Canadian Standards Association. These are necessary prerequisites for any significant distribution of solid state recorders within Canada. In expectation of final approvals, the Company is making efforts to market the solid state recorder system in Canada. It has already received an order from British Columbia Hydro and Power Authority and is also in discussion with other Canadian utilities. The Company is further seeking the necessary approvals to permit sales of totalisers and isolation relays in Canada.

COMPETITION

The Company's principal competitors in the solid state recorder market are Robinton Corporation, E.I.L. Instruments, Inc. and, to a lesser extent, General Electric Company, Westinghouse Electric Corporation and Sangamo Weston, Inc. The Company has achieved a dominant market position because of the technical superiority of its products, its competitive pricing and its commitment to after-sales support. Utilities, however, prefer dual sourcing for their supplies and, on occasion, have requested other suppliers to produce a competing product. In most cases these have not reached the standards and specifications laid down by the utilities and the Company has, therefore, consolidated its position as market leader. In addition, the lengthy procedure for acceptance of new products represents a barrier to entry of the market by manufacturers of new products and provides manufacturers of accepted products with a significant advantage in securing further orders.

The Company has built up a reputation for service and after-sales support which it believes to be unrivalled in its sector of the US electricity supply industry and to be a key element in the utilities' choice of supplier. The Company's sales staff and representatives, regularly visit major customers to ensure that products already sold are performing satisfactorily and to discuss further requirements.

The Directors consider that the Company's position is best safeguarded through the superior performance and reliability of its products, rather than by patents which tend, in the electronics industry, to be easily circumvented. The Company, therefore, does not rely on patents to any significant extent.

The Company recognises that, while its existing products have each captured a substantial market share, they have not to date attracted significant competition from the major corporations supplying the US electricity supply industry. However, the Company's new products are likely to compete with products of larger companies such as General Electric Company and Westinghouse Electric Corporation. Nevertheless, the Directors believe that the Company has proved its capability to be innovative, technically sound and, as a smaller company, to respond quickly to the demands of the market.

MANUFACTURING AND SUPPLIERS

The majority of the Company's sales are of its own manufactured products. The manufacturing process involves the assembly of printed circuits from purchased components and the construction of the finished product from the completed circuits. The Company has 36 employees directly involved in this process.

The engineering department has designed the software for all the Company's existing products and the electronic circuitry for its principal products. The Company designs and prepares detailed drawings and instructions for the assembly of certain solid state components, printed circuit boards and metal fabrications by outside contractors. In most cases, the materials for the Company's products are available from several sources.

The Company ensures that production is coordinated with the receipt of orders. As an order is processed through a utility for final approval, a programme for meeting that order is agreed between the purchasing department, the manufacturing supervisors and the sales staff. During manufacture, products are subjected to regular quality control inspections and tests. Once assembled, finished goods are checked in an environmental chamber, where they are tested for resistance to the extremes of temperature between which they may be expected to operate. The Company has ordered, for installation later this month, additional equipment for this chamber, in order to handle increased volume.

RESEARCH AND DEVELOPMENT

The Directors consider that substantial expenditure on research and development is essential for the Company to maintain a strong competitive position and to continue its growth. Expenditure on research and development amounted to \$0.82 million in the year ended 30th June, 1984, representing 11 per cent. of sales. In the current year, such expenditure is budgeted to be \$1.19 million, an increase of 28 per cent. As compared with the previous year, this will represent a smaller percentage of sales, although it is expected to grow to around the percentage attained in prior years once the new facility at Charlotte referred to below has been brought into use. All expenditure on research and development is written off in the year in which it is incurred.

The engineering department comprises 32 employees who are responsible for research and development of both existing and new products, including the time of use meter and load management system described further below. The Company and its sales representatives are closely involved in discussion with customers to agree modifications needed to match precisely their requirements. Enhancements to existing products involve both minor changes to provide compatibility with software from other suppliers and development to incorporate additional features.

Time of use meter

This product, which is at an advanced stage of development, will extend the information displayed to include the customer's use of electricity during pre-set periods throughout the day. In addition, the meter will be able to store data and will have the novel capability of being read and programmed by utilities over a telephone line. Currently, the most advanced time of use meter on the US market is manufactured by General Electric Company. The Company's time of use meter is designed to compete with this and will offer increased capabilities, including the telephone link to the utility's central station. It is expected that sales of evaluation quantities of the Company's time of use meter will be made during the current year and that material sales will be achieved in the year ending 30th June, 1986.

The potential market for time of use meters is very large, considerably larger than that for the Company's existing products. The Company's time of use meter will be compatible with its central stations and hand-held readers. Its marketing strategy will, initially, involve seeking to capitalise on its established customer base to achieve a significant share of this market.

Load management system

A load management system enables utilities to conserve energy. This is achieved by disconnecting certain non-essential appliances such as water heaters and air-conditioning systems to reduce consumption of electricity by domestic customers at times of peak demand. A signal is sent to the receiver located at the customer's premises which disconnects the supply of electricity to the selected appliances. The disconnection is made for repeated short periods of time in a manner designed to minimise inconvenience.

Various load management systems have been developed in the US using radio, telephone or power line links. The use of a radio signal has proved unreliable and the use of telephone requires the utility to install dedicated telephone lines at its own expense. The Company has concentrated on designing a load management system using the power line which is already in the utilities' control. Existing systems using the power line are expensive due to the high cost of communications equipment. They have proved to be unsuitable for underground wiring and are susceptible to electrical interference. The Company has developed a new technique for communicating over the power line and, on the basis of early tests, the Directors believe that the Company's load management system offers significant advantages over other systems.

Field trials for the load management system are scheduled for this month, somewhat later than planned, partly due to there being a surplus of generating capacity, reducing in the short term the attractions of the product to utilities, and partly due to a concentration by the Company on the ProData system and time of use meter, since these products are likely to generate sales sooner than the load management system. Since the period of evaluation is expected to be lengthy, no significant sales are expected before the year ending 30th June, 1987.

PREMISES AND NET TANGIBLE ASSETS

The Company's principal place of business is in Charlotte, North Carolina, where it has 30,000 square feet of leased premises. Additionally, it has a research and development facility in leased premises in Chapel Hill, North Carolina, comprising 1,735 square feet.

In August, 1984 the Company purchased a new site in Charlotte on which it has commenced construction of a building of 92,000 square feet to house the activities carried out in its present Charlotte premises. The additional space in the new facility will provide scope for expansion for the foreseeable future. The cost of the land, building and equipment will total some \$4.5 million in the current year. In addition, \$3.4 million is expected to be spent in the two subsequent years on further equipment for more automated assembly, for software development and for testing. Furthermore, the Directors have decided to purchase land and to build a research and development facility of 20,000 square feet in Research Triangle Park, North Carolina, to replace the existing facility in Chapel Hill. The Company has an option over a suitable plot.

The net tangible assets of the Company at 30th June, 1984, adjusted for the net proceeds to the Company of the new shares, are \$13.1 million, equivalent to 24.4 cents per share.

DIRECTORS, MANAGEMENT AND EMPLOYEES

Executive Directors
Lawson E. Hamilton, III, 45, is Chairman, President and Chief Executive Officer. He obtained a B.Sc. degree in engineering physics from the University of Alabama. Prior to founding the Company in 1969 he was Director of Operations Research for El Paso Natural Gas Company and subsequently a systems engineer with IBM.

Frank H. Hoff, 52, is Vice President - Sales and obtained a B.Sc. degree in electrical engineering from the University of Missouri. He has been associated with the Company in various areas of sales since 1976, prior to which he was a Vice President of Teledyne Brown Engineering, a division of Teledyne Industries Inc. He was elected to the Board in September, 1984.

Wm. Michael Turner, 37, is Vice President - Finance and Operations, Treasurer and Secretary. After obtaining a B.Sc. degree in accounting and a doctorate in law from the University of North Carolina, he served as an accountant for an electronics firm. He was an associate in a law firm prior to joining the Company full-time in 1978. He was elected to the Board in February, 1980.

Linton H. Rutledge, Jr., 46, serves as Chairman and Chief Executive Officer of The National Bank of Washington. He has served in several capacities in both the private and public sectors, including those of Deputy Secretary of the US Department of Commerce and Chairman of North Carolina National Bank. He joined the Board in 1969.

W. Olin Nisbett, III, 44, is a Director of several corporations and is a partner in Sterling Capital Management Company. He was formerly Managing Director of

Process Systems, Inc.

continued

Property and equipment

Property and equipment are recorded at cost. Major renewals and improvements are added to the property accounts at cost, while replacements, maintenance, and repairs which do not improve or extend the lives of the respective assets are expensed as incurred. Gain or loss on retirements or disposals of individual assets is recorded in income or expense. Depreciation is provided using the straight-line method over the estimated useful lives of the assets which are summarised below:

	Estimated useful lives
Production/Testing equipment	3.7 years
Exhibition equipment	3.5 years
Office furniture	6.8 years
Leasable improvements	4 years
Automobiles	4 years

Net sales of products and services

Product sales and other revenues comprise amounts invoiced to customers in respect of goods and services supplied, net of returns, and allowances. Interest income is also included.

Research and development costs

Research and development costs are charged to expense as incurred.

Income taxes

The Company accounts for depreciation differently for financial reporting purposes than for federal income tax purposes and makes appropriate provision for deferred taxes in recognition of the timing differences. Investment tax credits are accounted for as a reduction of income tax expense in the year the credits are utilised.

STATEMENTS OF OPERATIONS

Year ended 30th June,

	1980 \$	1981 \$	1982 \$	1983 \$	1984 \$
Net sales of products and services (Note 3)	819,561	1,576,569	2,361,599	3,719,403	8,349,038
Cost of sales	260,038	599,976	680,196	1,000,878	2,931,311
Research and development expenses	44,288	183,734	342,648	491,899	922,584
Selling, general and administrative	427,244	538,477	781,181	1,098,902	1,737,185
Depreciation	14,988	20,294	27,552	32,721	42,155
Interest expense	67,053	61,384	29,071	16,473	5,945
	813,953	1,424,679	1,902,338	2,881,106	5,727,080
Income before income taxes	4,638	151,881	459,241	1,037,296	2,621,948
Provision for income taxes (Note 3)	1,229	56,046	136,131	435,000	1,119,000
Income before extraordinary item	3,409	95,833	322,110	602,285	1,505,948
Realisation of operating losses carried forward (Note 3)	1,239	66,046	56,131		
Net income	4,538	151,881	379,241	602,285	1,505,948
Retained earnings (accumulated deficit) brought forward	(988,764)	(364,125)	(612,245)	(433,000)	169,291
Retained earnings (accumulated deficit) carried forward	(664,125)	(433,000)	169,291	1,505,948	
Earnings per common share, including common share equivalents (Note 9):					
Income before extraordinary item	0.02	0.36	1.08	1.95	3.81
Realisation of operating losses carried forward	0.01	0.21	0.19		
Net income	0.03	0.57	1.27	1.95	3.81

*Adjusted retrospectively for 200 to 1 stock split (Note 5).

BALANCE SHEET

As at 30th June,

	1980 \$	1981 \$	1982 \$	1983 \$	1984 \$
ASSETS					
Property and equipment at cost less accumulated depreciation (Note 5)	106,771	92,053	214,522	259,130	798,450
Current assets:					
Inventories (Note 5)	222,388	210,019	254,908	344,017	1,083,719
Accounts receivable	328,126	249,501	408,897	521,485	2,852,816
Prepaid expenses	3,744	2,731	7,924	28,248	31,470
Cash and cash equivalents	33,058	109,867	230,203	494,578	3,165,652
Total assets	597,316	606,918	901,832	2,168,528	7,684,657
LIABILITIES AND STOCKHOLDERS' EQUITY					
Current liabilities:					
Notes payable within one year (Note 7)	214,303	51,908	27,927	21,000	
Accrued payables	37,522	57,332	111,227	121,281	720,202
Income taxes payable			60,000	327,000	596,670
Accrued expenses and other creditors	68,825	151,151	157,858	230,113	378,105
	370,650	260,995	380,010	652,474	1,705,076
Notes payable after one year (Note 7)	304,540	228,557	128,465	73,000	
Deferred income taxes			18,000	60,000	
Total liabilities	675,320	490,523	506,415	945,474	1,705,076
Stockholders' equity (Note 5):					
Common stock	655,100	680,100	753,100	957,850	1,144,350
Capital in excess of par value	340,593	340,593	340,353	338,443	3,982,372
Retained earnings (accumulated deficit)	(364,125)	(612,245)	(433,000)	(162,291)	1,672,238
Treasury stock at cost (Note 5)	31,567	208,448	680,485	1,522,384	1,788,967
Total stockholders' equity	31,567	208,448	680,485	1,522,384	1,788,967
Total liabilities and stockholders' equity	707,087	698,971	1,116,154	2,447,658	9,463,137

STATEMENTS OF CHANGES IN FINANCIAL POSITION

Year ended 30th June,

	1980 \$	1981 \$	1982 \$	1983 \$	1984 \$
Financial resources were provided by:					
Income before extraordinary item	3,409	95,833	322,110	602,285	1,505,948
Add income charges not affecting working capital					
Depreciation					
Deferred income taxes					
Working capital provided by operations	18,403	126,043	330,362	659,618	1,574,113
Working capital provided by extraordinary items and other sources of operating losses carried forward	1,229	56,046	56,131	121,125	869,965
Proceeds from sale of common stock	135,000	—	12,660	112,950	8,605,029
Proceeds from sale of treasury stock	3,373	—	—	53,600	
Proceeds from Stock Options exercised	104,313	25,000	60,000	146,000	168,400
Increases in notes payable after one year	967	(65)	4,902	1,239	21,450
	263,310	207,004	554,195	1,064,455	5,468,952
Financial resources were used for:					
Purchase of property and equipment	65,908	12,405	184,623	121,198	689,965
Reduction in notes payable after one year	25,113	52,750	101,125	124,405	20,400
Purchase of treasury stock	65,806	87,518	348,495	270,003	825,485
	197,508	110,496	175,700	814,432	4,943,527
Increase in working capital:					
Changes in components of working capital: increases (decreases) in current assets:	28,136	78,609	180,388	248,375	1,222,074
Cash and cash equivalents	22,000	(4,200)	12,000	21,125	21,125
Accounts receivable	75,254	(28,289)	44,589	556,509	159,502
Inventories	(13,781)	(1,013)	5,183	20,324	3,222
Prepaid expenses					
	317,610	9,602	294,714	1,268,856	5,466,128
(Increase) decrease in current liabilities:					
Notes payable within one year	(22,813)	152,981	23,981	7,927	20,000
Accounts payable	(50,599)	25,715	(56,280)	(161,340)	(454,940)
Income taxes payable			(60,000)	(247,000)	(289,670)
Accrued expenses and other current liabilities	(37,696)	(62,286)	(6,705)	(72,257)	(147,932)
	(120,106)	105,284	(19,014)	(172,444)	(382,602)
	197,502	110,496	175,700	814,432	4,943,527

NOTES TO FINANCIAL STATEMENTS

Note 1. Activities

Process Systems, Inc. designs, manufactures and distributes solid state and microelectronic control and recording equipment for the 16S electricity supply industry. As a result of the concentration of its business in this industry, the significant portion of the Company's revenue is derived from relatively few customers. Thus, approximately 55 per cent. of the net sales for the year ended 30th June 1984 was derived from two customers for the year ended 30th June 1983, approximately 43 per cent. of the net sales was derived from two customers.

Note 2. Net sales

Included in net sales of products and services is interest income of £1,000,000 for the year ended 30th June 1984.

During 1982 the Company unused all remaining net operating leases carried forward.

During 1983, earnings per common share

Earnings per common share are calculated based on the weighted average number of common shares outstanding and equivalent shares issuable under terms of Stock Options retrospectively stated.

To reflect a 200 to 1 stock split approved in the earnings per share computations, was 24,368,000.

The weighted average number of shares in the earnings per share computations, was 24,368,000 for 30th June 1980, 1981, 1982, 1983 and 1984 respectively.

24,41,000, 28,671,400, 30,925,400 and 32,643,200 for 30th June 1980, 1981, 1982, 1983 and 1984 respectively.

Note 3. Provision for income taxes

Provision for income taxes comprises the following:

Year ended 30th June,

	1980 \$	1981 \$	1982 \$	1

Process Systems, Inc.

continued

(b) Save as disclosed above, the Directors are not aware of any other person who, if the Company were subject to Part IV of the Companies Act 1980, would, following the Offer for Sale, be required to disclose an interest in shares in accordance with that Part or section 115(1).

(c) Mr. Alembik is a principal of Alembik Plus & Cullinan, P.A. which receives fees for legal services rendered to the Company. He also receives a fee for legal services rendered to the Company in connection with the Offer for Sale. Mr. Hodges has a minor interest in the limited partnership from which the Company acquired the freehold site at Arrowpointe Block, Charlotte referred to in paragraph 5 below.

(d) The interests of the Directors in Stock Options are as follows:

	Number of shares	Subscription Price	Exercising period
L. E. Hamilton, III	1,400,000	0.675	1.75-30.6.87
	1,400,000	0.675	1.75-30.6.89
F. H. Hoff	200,000	0.675	1.75-30.6.87
	200,000	0.675	1.75-30.6.89
Wm. M. Turner	600,000	0.675	1.75-30.6.87
	600,000	0.675	1.75-30.6.89

The above Stock Options were granted pursuant to Stock Option agreements (as subsequently amended) each effective as of 12th April, 1984. These include the following terms:

(i) No payment was required to be made for the grant of the Stock Options;

(ii) If, prior to the exercise of any Stock Option, the Company shall have effected, *inter alia*, any stock split, readjustment or increase or reduction of capital for no consideration, any shares which may then be the subject of any Stock Option, and the purchase price thereof, shall be adjusted accordingly;

(iii) each Stock Option is personal to the person to whom it is granted, may only be exercised if such person is in the full time employ of the Company, and if such person with 180 days of the date of the exercise of the option terminates his employment with the Company on grounds of death or disability, the Company is entitled to repurchase the shares concerned at the subscription price paid and shall not be encumbered or otherwise disposed of, except that, in the event of the death of such person, his estate shall have the right, within six months of his death, to exercise the portion of the Stock Options available at the time of his death;

(iv) Morris, Hamilton, Hoff and Turner each have service contracts dated 15th February, 1983 (as subsequently amended) with the Company for one year terms which automatically renew unless determined by either party on not less than 30 days' notice to expire on 31st January, 1985 or on any subsequent 31st January. If notice to terminate is given by an Executive Director the Company has, however, the right to require him to remain in employment for a further period of up to 30 days. The total amount of annual salaries in the current year to 30th June, 1985 being \$140,000, \$160,000 and \$165,000 respectively and a bonus under the Company's incentive remuneration scheme. No other Director has a service contract with the Company.

(v) The incentive remuneration of each Executive Director for the current year has been set by the Compensation Committee of the Board at 2 per cent. in excess of \$2 million. No incentive remuneration is, however, due until the gross amount is at least \$1.5 million or, if sales are in excess of \$12 million, until net income after taxes is at least \$3 million.

(g) Under the arrangements in force in the current year, the aggregate remuneration of all the Directors (one of whom, Mr. Hoff, was not a Director in the previous financial year) would, if calculated on the figures projected in making the forecast of profits for the current year, be \$794,000.

(h) Save as disclosed herein and save in respect of remuneration paid, payable or to be paid and in respect of the grant of Stock Options to Directors of the Company, no Director of the Company or other promoter, heir or legatee of any Director of the Company or of its subsidiary, or any corporation controlled by such Director, will receive any compensation or benefit in respect of the offer for sale or the offer for sale of the shares referred to in the Offer for Sale. The agreement is conditional, inter alia, on the Council of the Stock Exchange admitting all the shares of common stock of the Company to the Official List not later than 1 p.m. on 15th December, 1984 (subject only to posting of Letters of Acceptance).

Schroders will be paid a fee by the Company of 2 per cent. of the price at which the new shares are sold and will be paid a fee by the vendors of 2 per cent. of the price at which the vendor shares are sold. Out of such fees Schroders will pay sub-underwriting commissions to persons who have agreed to underwrite the Offer for Sale and to the brokers to whom the shares are offered or disposed of by or leased to the Company or its former subsidiary, and no contract or arrangement subsists at the date hereof in which such a Director is or was materially interested and which is or was significant in relation to the business of the Company.

5. Offer for Sale agreement

An agreement dated 6th December, 1984 has been entered into between (1) the Company, (2) the vendors, (3) the Directors and (4) J. Henry Schroder Wag & Co. Limited ("Schroders") which provides, *inter alia*, for Schroders to subscribe for or purchase up to 100,000 shares to be sold by the Company and to purchase 9,600,000 shares to be sold by the vendors, in each case at the price of \$0.675 per share, subject to certain conditions in the Offer for Sale. The agreement is conditional, inter alia, on the Council of the Stock Exchange admitting all the shares of common stock of the Company to the Official List not later than 1 p.m. on 15th December, 1984 (subject only to posting of Letters of Acceptance).

Schroders will be paid a fee by the Company of 2 per cent. of the price at which the new shares are sold and will be paid a fee by the vendors of 2 per cent. of the price at which the vendor shares are sold. Out of such fees Schroders will pay sub-underwriting commissions to persons who have agreed to underwrite the Offer for Sale and to the brokers to whom the shares are offered or disposed of by or leased to the Company or its former subsidiary, and no contract or arrangement subsists at the date hereof in which such a Director is or was materially interested and which is or was significant in relation to the business of the Company.

The agreement also contains, *inter alia*— (i) certain warranties and undertakings by the Company and the Directors to Schroders; (ii) indemnities by the Company and the Directors in favour of Schroders in respect of the costs and expenses of one year without the prior written consent of Schroders; and (iii) provisions which permit the agreement to be terminated by Schroders prior to the announcement of the basis of allocation in the event of a material breach of any of the warranties or undertakings given to Schroders thereon.

The numbers of shares being sold by the Directors and their families are as follows:

Name	No. of shares
L. E. Hamilton, III	1,390,251
F. H. Hoff	546,694
Wm. M. Turner	215,256
M. A. Alembik	1,416,586
E. R. Gaskin	1,408,880
L. H. Hodges, Jr.	433,900
W. G. Nisbet, III	433,900
E. N. Phillips, Jr.	870,840

In addition 3,273,801 shares are being sold by a total of 88 other vendors.

6. Premises

Details of the Company's premises are set out below:

Location	Term	Expiry date	Annual rent
834 Arwoodridge Boulevard, Charlotte, North Carolina 28210	Leasehold	30th September, 1987	\$33,220
8225 Arwoodridge Boulevard, Charlotte, North Carolina 28210	Leasehold	31st October, 1988	\$30,000 (Note)
University Square East, Suite 308, 123 West Franklin Street, Chapel Hill, North Carolina 27514	Leasehold	31st October, 1988	\$10,000
North Carolina 28210	Freehold	—	—

Note: With effect from July 1983 the monthly rent of these premises will increase by \$300.

7. Taxation

The Company is subject to US federal income tax as a domestic corporation. Such tax is imposed on taxable income at graduated rates up to 46 per cent. The Company is also subject to State franchise and corporate income taxes, including the North Carolina State Corporation Income Tax which is imposed on taxable income allocable to North Carolina at a rate of 6 per cent. It is not the intention of the Directors that the Company will be liable to any UK corporation tax by virtue of the establishment of any taxable presence in the UK, should such a presence arise in the future, credit for UK tax would be given against the US federal tax liability of the Company.

Potential shareholders should consult their professional advisers in respect of the taxation consequences of acquiring, holding or disposing of the Company's shares. However, the following summary of the position of a UK resident and domiciled shareholder, which is based on current law and practice, should be noted:

(a) UK tax on dividends

An outline of the liability to UK tax of UK resident shareholders of the Company on dividends paid to them by the Company is set out below (the term "dividend" used in this section includes any distribution of an income nature, whether paid in cash or in kind):

(i) An individual dividend paid to a UK resident individual will constitute investment income subject to the normal progressive rates of income tax. The dividend will constitute part of the investor's income regardless of whether or not he brings it into the UK.

(ii) A company and any other person or body of persons liable to corporation tax any dividend paid to such an investor will be chargeable to corporation tax at whatever rate is applicable to the investor.

(iii) A trustee (other than a trustee within (iv) below) any dividend paid to a trustee will be taxed in the same way as any other income earned by the trust or its investments. Accordingly, basic rate income tax will be chargeable thereon, together with the 15 per cent. investment income surcharge, if the terms of the trust are such that the trust is liable to tax.

(iv) A body exempt from income tax on income from foreign investments (e.g. an exempt approved pension scheme); the exemption will extend to any dividend paid by the Company.

UK tax (where appropriate) is assessed on the gross amount of the dividend before deduction of any US withholding tax, but credit is given for any such withholding tax by deducting the amount withheld from the UK tax liability. A summary of certain provisions concerning US withholding tax is given in sub-paragraph (c) below.

Where dividends from the Company are paid to a UK resident through a bank or other paying agent in the UK, such paying agent is required to deduct an amount of UK income tax at a rate equal to the difference between the UK basic rate (at present 30 per cent.) and the appropriate US withholding tax rate. Both the US tax and the further UK tax may be credited against the UK resident's final tax liability.

(b) UK taxation on capital gains

On a disposal of shares, UK investors who are resident or ordinarily resident in the UK may, depending on their circumstances, be subject to taxation on capital gains, with a credit for any US tax on capital gains arising in the UK (see (c) below).

(c) US federal taxation

Dividends paid by the Company to UK resident shareholders entitled to the benefits of the Income Tax Convention between the UK and the US generally will be subject to US withholding tax at the rate of 15 per cent. on the gross amount of the dividends. With respect to dividends paid by the Company to a corporation which is a resident of the UK and which controls directly or indirectly at least 10 per cent. of the shares of the Company, the Convention would generally limit the rate to 5 per cent.

Under present US treasury regulations, a foreign person with an address in the UK is presumed to be a resident of the UK, entitled to the benefit of the 15 per cent. tax under the Convention without having to file a formal establishment affidavit for withholding tax purposes. The US Treasury has, however, recently proposed revised regulations pursuant to which a shareholder would be required to make certain filings with the US Internal Revenue Service in order to secure the reduced rate of US withholding tax under the Convention. Under the proposed regulations, any shareholder claiming UK residence would be required to file IRS Form 1041, which, among other things, would certify residence in the UK. In addition, any shareholder claiming UK residence would, except as discussed below, be required to file a Convention Form 1041, which would be filed with the IRS in the UK, within 15 days of the date of filing of the 1041. The proposed regulations would take effect with respect to dividends paid more than 120 days after the date the regulations are adopted, unless the US and UK competent authorities agree to alternative interim procedures for establishing proof of UK residence.

A UK resident shareholder of the Company generally will not be subject to US Federal income tax with respect to capital gains realized on the sale or exchange of shares unless such shareholder is an individual present in the US for 183 days or more during the tax year in which the sale or exchange occurs and such capital gains constitute US source income (e.g., if the sale occurs in the US). In such circumstances, net capital gains will be subject to US federal income tax at the rate of 30 per cent.

The foregoing summary of federal income tax consequences assumes that the shareholder: (i) is not engaged in the conduct of a trade or business in the US; (ii) does not carry on business in the US through a permanent establishment; (iii) in the case of an individual, is not a citizen or resident of the US, and (iv) in the case of a corporation, is not created or organized under the laws of the US, any State thereof or the District of Columbia. In cases where these assumptions do not apply, US federal income tax consequences may change, and a US tax adviser should be consulted.

By virtue of the Estate and Gift Tax Convention between the US and the UK, the estate of a shareholder domiciled in the UK generally will not be subject to US federal estate tax with respect to the shares, provided that the shares do not form part of the business property of a permanent establishment in the US and do not pertain to a fixed base in the US used for the performance of independent personal services.

The foregoing is provided for information purposes only and is not intended to be a definitive discussion of all potential US federal income and estate tax consequences with respect to the shares. In addition, no information is provided herein with respect to State or local tax treatment of the shares or with respect to the tax treatment of shareholders who are not residents or domiciled in the UK.

8. UK and US Registers

The Company will maintain two registers for its shares, one of which ("the US Register") will be maintained by the Company in Atlanta, North Carolina and the other ("the UK Register") will be maintained by National Westminster Bank PLC, Birmingham, Department, in Bristol, England.

The shares now being offered for sale will initially be entered on the US Register but will prior to the date of certificates in respect thereof be transferred to the UK Register. All other shares currently in issue and all shares subsequently issued to North American Persons will initially be registered on the US Register. Shares initially registered on the US Register will be subject to the restrictions on transfer currently

applicable to such shares. Shares registered on or transferred to the UK Register will, on and before 30th June, 1985, be subject to the restrictions on transfer to North American Persons as defined and referred to in paragraph 9 below.

A holder of shares registered on the US Register may transfer such shares to the UK Register (not shares registered by the Company for the purpose of this application) by delivering to the Company, or to any registrar appointed by the Company for this purpose, duly endorsed share certificates together with a written instrument containing a certification of the holder to the effect that the transfer is not for the purpose of offer, sale or transfer of such shares in North America or to or for the benefit of any North American Person. Upon delivery of the share certificate and such certification, the Company, or any registrar appointed by the Company for this purpose, will cause the shares to be transferred to the UK Register and a new share certificate to be issued with respect to the transferred shares containing a legend indicating the restrictions. If any, then applicable to the transferred shares, so that the shares will be registered on the US Register and so delivered as to be transferred to the UK Register will contain a legend indicating the restrictions, if any, applicable to the shares certificate to evidence such shares containing a legend indicating the restrictions, if any, applicable to the share certificate so delivered.

No UK stamp duty is attracted by the arrangements referred to above in respect of the transfer of shares from the US Register to the UK Register by delivery to the Company, or to any registrar appointed by the Company for this purpose, duly endorsed share certificates together with a written instrument containing a certification of the holder to the effect that the transfer is not for the purpose of offer, sale or transfer of such shares in North America or to or for the benefit of any North American Person.

No stamp duty will be charged on the transfer of shares from the UK Register to the US Register.

9. Transfer and securities laws

(a) The shares now being offered for sale have not been registered under the Securities Act of 1933, as amended, or the Securities Act of 1934, and may not be offered, sold, resold or transferred directly or indirectly in the US, territories and possessions ("United States") or Canada (collectively "North America") or to or for the benefit of any person who is a national or resident thereof, the estate of any such person, or any corporation or other entity created or organized in or under the laws of the United States or Canada or any political subdivision thereof ("North American Person") or to any person purchasing such shares for profit, resale, renumeration or transfer in North America or to or for the benefit of any North American Person as part of the distribution of such shares. No stamp duty or other similar taxes in North America or to or for the benefit of any North American Person at any time on or before 30th June, 1985.

(b) In order to give effect to the foregoing restrictions:

(i) the certificates representing the shares will be endorsed with a legend substantially similar in form and content to sub-paragraph (a) above;

(ii) applications for the shares hereby offered, for registration of renunciation Letters of Acceptance, and for transfers or exchanges of such shares at any time on or before 30th June, 1985, will be subject to receipt of a declaration by or on behalf of the prospective holder to the following effect:

"I am/we are not a person who is a national or resident of the United States of America or of any of its territories or possessions ("United States"), or Canada (collectively "North America") or the estate of any such person, or any corporation or other entity created or organized in or under the laws of the United States or Canada or any political subdivision thereof ("North American Person").

(iii) I am/we are not acquiring any shares for the account of any North American Person or with a view to a sale, resumption or transfer directly or indirectly in North America or to or for the benefit of any North American Person at any time on or before 30th June, 1985.

(iv) Y/Ws understand that the shares referred to above have not been registered under the Securities Act of 1933, as amended, or the Securities Act of 1934, and may not be offered, sold, resold or transferred directly or indirectly in the US, territories and possessions ("United States") or Canada (collectively "North America") or to or for the benefit of any North American Person at any time on or before 30th June, 1985."

(v) The Company and its US Registrars shall comply with any request to record the transfer or effect the renunciation of any shares provided that on or before 30th June, 1985 any such request is accompanied by a declaration signed by the proposed transferee to the effect of (x)(i) above and to the effect that the proposed transfer consents to the affixing or imprinting of the legend referred to in (a) above.

(vi) At any time after 30th June, 1985, the Company will, upon presentation to the UK Registrar of an application certificate representing any shares hereby offered or any other shares registered on the UK Register, issue a new share certificate bearing no reference to the restrictions set out in (a) above.

10. Material contracts

The following contracts (not being contracts entered into in the ordinary course of business) have been entered into within the two years immediately preceding the date of this document by the Company and are of note:

(a) an agreement dated 19th April, 1983 with Mr. C. N. Maryland pursuant to which the Company was granted for a period

SOUTHAMPTON CLIMB DESPITE WRIGHT SAGA

By DONALD SAUNDERS

Southampton...1 Arsenal...0

MARK WRIGHT claims he is still prepared to try to regain his place in Southampton's defence, despite his detailed account in a Sunday newspaper of a bitter dressing-room dispute with manager, Lawrie McMenemy.

The England centre-back explained yesterday that the article had been written before he and Mr McMenemy had met last Thursday to discuss their differences and had agreed to see how things would go during the next month.

Following that peace meeting, Wright tried in vain to prevent publication of the interview, in which he made it clear he was determined to leave the club.

"I'm prepared to fight for my place," he insisted yesterday, "even though I'm an England player. I know I have to wait for my chance because the team are playing well and winning."

"It means no harm to the club," said McMenemy, "but I took so much stock over this incident that I wanted to get it off my chest."

Wright's satisfaction has been obtained at high cost to Mr McMenemy and the club. His detailed version of the incident, of the manager, will surely make an easy target for public criticism if difficult for them to work together again.

The position will scarcely be improved if the newspaper holds him to his contract to move from dressing-room to bedroom next Sunday and tell of his "nightmare" when facing a "rape charge."

Unwelcome revelations

Wright is old and experienced enough to know this sort of sensational cheque-book journalism is unwelcome at The Dell.

Consequently, one can only conclude he is determined to provoke the club into getting rid of him, and even if he wins his way back into the team, he will still want to leave.

His England colleague, Steve made an offer at chairman level, Williams, for whom Arsenal have is likely to depart in less troublesome circumstances.

Terry Venables, basking in the limelight of another Barcelona victory at the top of the Spanish League, yesterday dismissed death threats as the work of a crank as he celebrated his manager of the month trophy award.

Barcelona's 5-1 victory over Seville on Saturday—with Steve Archibald scoring his seventh of the season—keeps them unbeaten and five points clear of Real Madrid.

European Leagues

PARTY GOES ON FOR VENABLES

Terry Venables, basking in the limelight of another Barcelona victory at the top of the Spanish League, yesterday dismissed death threats as the work of a crank as he celebrated his manager of the month trophy award.

Barcelona's 5-1 victory over Seville on Saturday—with Steve Archibald scoring his seventh of the season—keeps them unbeaten and five points clear of Real Madrid.

Rigorous test of nerve—but Spurs survive

By BILL MEREDITH

Tottenham...0 Newcastle...1

PETER SHREEVES, the Tottenham manager, selected his own Glen Hoddle and Newcastle Chris Waddle for special mention after this exciting, sometimes even hectic, White Hart Lane encounter.

Hoddle had one of his finest ever matches for us, in terms of working hard," said Mr Shreives. "He was making good tackles, which has added to his game."

"I thought Waddle looked a world-class player. He always frightened me when he had the ball." was the hardworking Waddle, who shot Newcastle just after half-time when Spurs, after a sparkling start, were losing confidence.

The claims that West Bromwich Albion have become more "professional" and that Waddle's style is of an unsophisticated up-and-down variety were not given credence by a pleasurable match.

It was only when play was over that controversy replaced attack. A scuffle between West Bromwich and George Reid, Watford's substitute, resulted in their being sent off somewhere between the pitch and the dressing room.

This, claimed Graham Taylor, the Watford manager, was a continuation of the ill-feeling in the Milk Cup match at Vicarage Road 18 days before.

Mackenzie danger

The unwaranted aggravation was a great pity because Watford had played with controlled style and for more attacking aggression than most teams reveal at home or away.

The absence of Reid for the first hour was compensated for by Callaghan, playing as link between midfield and the strikers. Contrary to the "label" pinned on Waddle, there was no lack of kick and run.

Both he and Albion built their attacks by accurate passing and intelligent running. The difference between the two sides was the fiery, incisive dashes of Albion, who, along with Watford's Barnes, was a danger every touch.

Mackenzie, however, saw more of the ball than did the Watford craftsman and used the advantage well... His long-range shot against the bar led to the opening goal, by Thompson in the 20th minute.

Cross winner

Barnes equalised with a fabulous, bending free kick within two minutes but, alas, ended Watford's eight-match unbeaten run and kept Albion on course for Europe.

Mr Taylor, who had not fielded Reid at the kick-off in an effort to prevent trouble, said: "You don't leave our striker who has just scored three goals unless you're a good objective."

My idea was to make sure we had 11 players at the end of the game—but we didn't achieve that objective."

John Gile, the West Bromwich manager, said: "We don't like to see any player sent off ... it doesn't do the game any good."

Divisions I & II

LEICESTER SPRING TO LIFE

LEICESTER, with their first away League win of the season, costing Sunderland their first home defeat, have come alive in December — just as they did last year, writes Roger Malone.

A second 4-0 win in succession after punishing QPR last weekend hoists these early-winter whirlwinds to six places off the bottom of the table — a year to the day after a 5-1 win over Wolves launched a similar revival.

Even Leicester's marksmen are the same as Alan Smith's 26 Linfield and Lyness breached Sunderland. The only difference from this time last year is that Smith scored three then.

David Preece, Luton's midweek

midfield buy from Walsall, provided an immediate dividend with the only goal after 30 minutes against Sutton, whose hero Graham Turner, with this famous club now one place below Leicester, had hard words to say afterwards.

Turner's warning

"I told my players at half-time they are not playing for a place in the team, but for a place at the club. I am looking towards major surgery in the team now," he said.

A post-mortem on Stoke's First Division life seems more appropriate after their 10th consecutive defeat, though young debutant goalkeeper Roberts held out against Ipswich until the last eight minutes when Putney and D'Ayra brought Ipswich's first goals and points in five matches.

That the bloom has gone off West Ham is a bonus in their remaining eight games. Nowhere else does the right deputy for absent leading schercher Deehan in teenager Farrington, whose 20-yard drive won the day.

In Division Two, Oxford's 5-0 win over Charlton regained first place on goal difference from Blackburn, with Portsmouth slipping to fourth by losing 3-0 at Castle.

Crystal Palace moved out of the Second Division's bottom three for the first time since early October with a 1-1 home draw over Cardiff yesterday.

Burton choice

As this is an all-Midlands tie, promotion 2000 participants will be stretched, so they must decide whether to retain home advantage or make the short journey to Old Trafford and, perhaps, leap to the top of the giant killers list by defeating Manchester United.

We all talk about meeting Manchester United but this is an unbelievable," commented Brian Astor, Burton's chairman, when the draw was announced.

No doubt Bournemouth have every intention of ruining the title Kent club's dreams. Having faced the likes of Villa over Manchester United in the third round last season, they will be clamouring for second helping.

Plymouth semi-finalists last season, also have every incentive to repeat at Borehamwood, their reward could be a visit from Arsenal and, possibly, the start of another long, exciting journey through First Division territory towards Wembley.

FIGHT SPOILS GILES' WIN

By A. Special Correspondent

West Bromwich 2, Watford 1

AT THE Hawthorns, when two sides contradicted reputations they can do without, were soured by events which came after the final whistle.

The claims that West Bromwich Albion have become more "professional" and that Waddle's style is of an unsophisticated up-and-down variety were not given credence by a pleasurable match.

It was only when play was over that controversy replaced attack. A scuffle between West Bromwich and George Reid, Watford's substitute, resulted in their being sent off somewhere between the pitch and the dressing room.

This, claimed Graham Taylor, the Watford manager, was a continuation of the ill-feeling in the Milk Cup match at Vicarage Road 18 days before.

Mackenzie danger

The unwaranted aggravation was a great pity because Watford had played with controlled style and for more attacking aggression than most teams reveal at home or away.

The absence of Reid for the first hour was compensated for by Callaghan, playing as link between midfield and the strikers. Contrary to the "label" pinned on Waddle, there was no lack of kick and run.

Both he and Albion built their attacks by accurate passing and intelligent running. The difference between the two sides was the fiery, incisive dashes of Albion, who, along with Waddle's Barnes, was a danger every touch.

Mackenzie, however, saw more of the ball than did the Watford craftsman and used the advantage well... His long-range shot against the bar led to the opening goal, by Thompson in the 20th minute.

Cross winner

Barnes equalised with a fabulous, bending free kick within two minutes but, alas, ended Watford's eight-match unbeaten run and kept Albion on course for Europe.

Mr Taylor, who had not fielded Reid at the kick-off in an effort to prevent trouble, said: "You don't leave our striker who has just scored three goals unless you're a good objective."

My idea was to make sure we had 11 players at the end of the game—but we didn't achieve that objective."

John Gile, the West Bromwich manager, said: "We don't like to see any player sent off ... it doesn't do the game any good."

Colchester, who as a fourth

Division

club reached the sixth

round in 1971 after their famous fifth-round victory over the then Leeds United side.

Orient, who have had their ups and downs this season, were forced to earn a home tie with First Division Walsall.

With Alfie Allen, 20, of Mansfield, which beat a 50-year-old Terry Ternay, Kevin Godfrey scored the all-important first goal, the other two came in the last couple of minutes.

It was hardly a happy return for Torquay's player-managing director David Webb, who started his career with Orient.

Brentford were disappointed not to beat Northampton at the first attempt, but manager Frank McLean admitted that their 23 home draw was a cracking game."

Ray Train, whose travels have taken him to Bolton, Watford, Carlisle, Sunderland, Walsall, Watford, Oxford and Bournemouth, kept

Northampton's hopes alive with an equaliser 14 minutes from time.

Bradford City's good season continued with a 2-1 home success over Mansfield, which gave them an away tie with Gold League Telford, who hammered four goals past Burton at Deepdale.

Northampton reached the semi-final last season, but finding things tougher this time. They were held 0-0 at home by Hereford of the Fourth Division.

And if they survive the long replay trip on Wednesday, will have to beat Arsenal to reach the fourth round.

Walsall scraped through 1-0 at home against Fourth Division leaders Chesterfield with a goal from Ken Mowat; now they have to travel to York, who won 3-0 at Hartlepool. It is hardly the glamour tie they hoped for.

F.A. Cup Review

Gillingham power revives glory

GILLINGHAM have had their F.A. Cup moments in the past. They reached the fifth round in 1970 and only last season held Everton, who went on to win the trophy, 0-0, at Goodison Park in the fourth round before bowing out in a replay, writes Bill Meredith.

On Saturday they were at it again, scoring five without reply at Colchester to earn a third-round home clash with Cardiff next month.

Their hero was big Scott David Shearer, who scored three fine goals and had manager Keith Peacock purring like a kitten.

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F.A. Cup Review

Southampton climb despite Wright saga

By DONALD SAUNDERS

Southampton...1 Arsenal...0

MARK WRIGHT claims he is still prepared to try to regain his place in Southampton's defence, despite his detailed account in a Sunday newspaper of a bitter dressing-room dispute with manager, Lawrie McMenemy.

The England centre-back explained yesterday that the article had been written before he and Mr McMenemy had met last Thursday to discuss their differences and had agreed to see how things would go during the next month.

Following that peace meeting, Wright tried in vain to prevent publication of the interview, in which he made it clear he was determined to leave the club.

"I'm prepared to fight for my place," he insisted yesterday, "even though I'm an England player. I know I have to wait for my chance because the team are playing well and winning."

"It means no harm to the club," said McMenemy, "but I took so much stock over this incident that I wanted to get it off my chest."

Wright's satisfaction has been obtained at high cost to Mr McMenemy and the club. His detailed version of the incident, of the manager, will surely make an easy target for public criticism if difficult for them to work together again.

The position will scarcely be improved if the newspaper holds him to his contract to move from dressing-room to bedroom next Sunday and tell of his "nightmare" when facing a "rape charge."

Unwelcome revelations

Wright is old and experienced enough to know this sort of sensational cheque-book journalism is unwelcome at The Dell.

Consequently, one can only conclude he is determined to provoke the club into getting rid of him, and even if he wins his way back into the team, he will still want to leave.

His England colleague, Steve

made an offer at chairman level,

Williams, for whom Arsenal have

is likely to depart in less

troublesome circumstances.

Terry Venables, basking in the limelight of another Barcelona victory at the top of the Spanish League, yesterday dismissed death threats as the work of a crank as he celebrated his manager of the month trophy

blot on
book

Rugby Union

ELLA AT BEST AS WALLABIES DO THE 'SLAM'

By JOHN MASON

Scotland...12 pts Australia...37
ON an afternoon when records tumbled like confetti, the Australians, on and off the field, did British and Irish rugby a service on Saturday. Amid the damp, sepulchral gloom of Murrayfield, a beacon-like message penetrated every dark corner.

The speed of the correctly-timed pass will beat the man every time, and support will create space as well as time, that other precious commodity of games-playing at the highest level.

The Australians, in probably the most important match they have played, possessed those skills in such abundance that Scotland, last winter's unbeaten champions, in domestic competition, were bundled aside in a splendid contest.

Victory by three goals, a try and five penalty goals to four penalty goals brought Australia a first in Grand Slam in their history, 100 points in the four internationals, try count of 12-1 and the largest win by them over a Home Union.

There were individual records to savour, too. It is astonishing to think that Michael Lynagh's 21 points — he kicked three conversions, two tries and five penalties, missing only a touch-line conversion — must on the day take second place.

Unique distinction

Mark Ella's try early in the second-half, which also marked the point at which Australia slipped into overdrive, gave him the unique distinction of scoring a try in each of the four tour internationals, a gloriously appropriate record for him to take into retirement.

While it is in order to applaud the achievements of so many for unceasing hard work and common sense, players and officials I think it fair to say that Ella above all has propelled that friendly group to greatness.

Many other things have had to happen — leadership (Andrew Slack), enthusiasm and tact (Alan Jones), stability (Roger Gould) — but I believe Ella wins the accolade.

For all the claims that surrounded the emphatic awareness that the signal home for the first time could be "mission accomplished," Jones-the-coach, who has been a fund of incisive, who has been a fund of controversial, often with a gamut of options in a philosophical need afterwards, "I favour the Gods' outlook," he said. "Long after you've forgotten the price, you

Australian Viewpoint

Farr-Jones wooed by Cambridge

By TERRY SMITH

NICK FARR-JONES, 21, a try-scoring hero as Australia's Wallabies completed their Grand Slam, is being wooed by Cambridge University.

The approach to the Sydney law student has come from Ian Robertson, the former Scottish international, who now coaches there.

"I'd love to do some post graduate work at Cambridge, but that won't be for another three or four years," Farr-Jones said.

He has caught the eye with his resourceful play since usurping the Australian half-back's job from Phillip Cox for the four Tests on the British Isles tour. Farr-Jones' try was a key weapon to the front of a short line-out to take the throw from hooker Tom Lawton and

swept past three defenders to the corner had been rehearsed in training countless times during the week.

Australia's rugby future looks rosy as Farr-Jones, Lawton, Michael Lynagh, a human ice-cream, who as he contributed 21 points to equal Paul McLean's Australian record, Steve the Big T, Tynan, and David Campese all are only 21.

Good news

Good news is that Cambridge, who had to wait a year after a 19-0 defeat up the touchline, will not be taking the move into Rugby League with the Canberra Raiders until 1986 at the earliest.

Despite the final scoreline, the Australian team were worried when they led Scotland by only 12 at half-time.

"At that point, I thought we'd blown it," said Steve Williams, the Wallaby vice-captain, and forward leader.



The record men ... Mark Ella (above) races through to become the first Australian to score a try on tour against all four Home Countries, and Michael Lynagh (below), who equalled the Australian points-scoring record for a match with 21 against the Scots, kicks past Euan Kennedy.



Scots not disgraced

Robertson, too, played well and, contradictory as it must seem, was more than a match for his robustly efficient. There is no disgrace in being better organised, quicker thinking, fleet-footed opponents who win majority possession.

The ritual exchange of penalty goals (Lynagh v Dods) occurred again eight times. The Australian scrum was easily beaten instantly and Farr-Jones snapped at their heels with his right, facing his own line, grabbed a pass as Scotland counter-attacked. Ella, Campese, Tuyan, the No. 8, and Campese again — his second try — swept in from 60 metres.

Gould came thundering into the line, the cover drawn in magnet-like. The pass, perfectly timed, had Slack stretching and bring home his left, where Tynan had rallied his right as if about to overtake the train on the distant embankment.

Lynagh converted and though the next six scores were penalty goals, there was a cut-and-thrust to the game that demanded dexterous attention besides diminished attention to the birotec of the younger element the monotonous contributions of Roger Gould — but I believe Ella wins the accolade.

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Ella attacked on the right. Support wobbled for a fraction, but the ball was regained and Ella went the other way.

So did Gould and with options left and right, he presented the ball inside to his right to Ella for the try — a marvellous moment.

Farr-Jones, at a two-man line-out, dodged around the front on the right for the third try and Gould, facing his own line, grabbed a pass as Scotland counter-attacked. Ella, Campese, Tuyan, the No. 8, and Campese again — his second try — swept in from 60 metres.

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Third Test—Third Day

VESSELS ROW WITH DUJON AND RICHARDS

By ALAN SHIELL in Adelaide

A HEATED exchange, revolving round Australia's fast bowler, Geoff Lawson, marred the end of the second session of the third day of the Third Test at Adelaide Oval yesterday.

Kepler Wessels and the West Indies wicketkeeper, Jeff Dujon, exchanged angry words after Lawson was caught by Dujon off Garner in the last over before tea.

Lawson was told by Dujon in explicit terms to leave the field after clearly edging the catch to him. It was so obvious that the umpire, Tony Crafter, did not even bother to signal Lawson out.

Wessels reputedly spoke harshly to Dujon, prompting Viv Richards, the West Indies vice-captain to intervene.

Wessels then drew attention to the unofficial agreement between the two men to ban "sledding" (swearing or abusive comments) among the players, and Clive Lloyd, the West Indies captain, apparently suggested that they "cut it out."

Rousing stand

Lawson and Wessels had forced Australia back into the match with a rousing muscular seventh-wicket partnership of 87 in 101 minutes after the usual collapse had seen the innings disintegrate to 145 for six.

After retiring hurt with a broken arm after 36 late on Saturday, Wessels mustered his fourth century in 15 Tests by just two runs. And it was a measure of the calibre of his innings that most of the West Indies' attack had been from the field, despite his earlier verbal differences with Dujon and Richards, after he had edged a ball from Marshall on to his stumps.

The low point of the day's play was a first-ball dismissal of Hughes. He thick-edged a straight drive from Garner to Dujon, who dived to take a superb low catch in his right glove.

As expected, Hughes had been given a warm, reassuring ovation from the crowd of 13,224, and surprisingly well, not surprising in view of the heat.

Hughes still has not reached 40 in any of his past 15 innings against the West Indies.

Lawson's eight

Lawson appears to have a mortgage on the player of the match award, following his brave stand of 48, which complemented his courageous eighth-wicket haul of 12.

His 8-112 was the best performance by an Australian bowler against the West Indies since Graham McKenzie's 8-71 in Melbourne in 1968-69 and it is only

the fourth eight-wickets-in-a-

innings feat in a Test at Adelaide Oval after A. E. Alberto (9-84) against England in 1933-34, G. L. Watt (9-80) against Pakistan in 1972-73 and Jack Farmer (8-129) for White's 29-28 in 1928-29.

It also was the ninth time in 26 Tests that Lawson, who was 27 on Friday, had taken five or more wickets in an innings, and gave him 109 victims in all.

He will be 31 on Sunday.

For Marshall, who captured 56 of 26 overs—and some of his deliveries were astonishingly quick—it was the 10th time in 31 Tests that he had taken five or more wickets in an innings, and all of them hit tally to 151 at 58.

The quality of cricket played over the first three days of this match has not been commensurate with the grand occasion of the 43rd match played in 100 years of Tests at Adelaide Oval.

Slow over rate

The over rate has been slow, prompting intervention by the selector, and the scoring has been correspondingly down and the size of the crowds has been well below what normally is associated with an Adelaide Test.

Three days' play have produced 21 wickets for 653 runs off only 225-2 overs—and on 40,561 spectators. Yesterday 10 wickets fell in 200 runs off only 69 overs.

That the standard of play has not always risen to Test heights was evident again yesterday when the West Indians caught the last ball, shouldered arms and hopped four changes—three catches and a stumping.

Wood was dropped by Richards at second slip when 51. Border was missed by Lloyd at first slip off Walsh, when 18 and again by Dujon, who should have got a wicket off Hodge when 20. And Lawson was dropped by Leslie, the substitute mid-on, off Walsh when 38.

Keper Wessels... courageous return after injury.

Squash Rackets

Le Moignan spur for title success

AFTER a week of boycott threats by seven of Britain's leading players, the Inter-City British Squash Rackets Championships were virtually uncouthed as the last 16 of their respective events at Abbeydale Park, Sheffield, yesterday.

With the top men changing their minds about walking out, the tournament, if the prize money was not increased, was not the only real hiccup came when David Lloyd, 19, from Birmingham, had to pull out with mumps.

Lloyd, the world's leading junior, was highly seeded and could have been a semi-final opponent for Gwain Briars, a former champion and the second seed.

Briars and Geoff Williams, the No. 1 seed, both moved effortlessly into the third round. Williams, the Manchester-based Sussex player, had the easiest win of the second round—90-80, 92-91 against Shui-lyn White of Sussex in her bid for a title which she had been close to winning on three previous occasions.

Each time the Channel Islander, 22, had to be content with runner-up position but now, with the holder Lisa Opie sidelined through illness, Miss Le Moignan seized her chance of success.

Few shocks

The women, too, provided few shocks apart from a couple of upsets among the minor seeds. The favourites, Martin Le Moignan from Portslade, came through the second round 93-90, 91-91 against Shui-lyn White of Sussex in her bid for a title which she had been close to winning on three previous occasions.

Each time the Channel Islander, 22, had to be content with runner-up position but now, with the holder Lisa Opie sidelined through illness, Miss Le Moignan seized her chance of success.

SNOOKER

ROUNDESTER WORLD DOUBLES (Northampton)—1st Rd: C. Chisholm (N.I.) & M. Bradley 5-4, M. Morris (Canada) & M. Bradley 5-4. 2nd Rd: S. Davis & T. McEwan 4-2, C. Chisholm & M. Bradley 4-2, J. Williams & J. Williams 4-2, M. Bradley & C. Chisholm 4-2. 3rd Rd: C. Chisholm & M. Bradley 4-2, J. Williams & J. Williams 4-2. 4th Rd: C. Chisholm & M. Bradley 4-2, J. Williams & J. Williams 4-2. 5th Rd: C. Chisholm & M. Bradley 4-2, J. Williams & J. Williams 4-2. 6th Rd: C. Chisholm & M. Bradley 4-2, J. Williams & J. Williams 4-2. 7th Rd: C. Chisholm & M. Bradley 4-2, J. Williams & J. Williams 4-2. 8th Rd: C. Chisholm & M. Bradley 4-2, J. Williams & J. Williams 4-2. 9th Rd: C. Chisholm & M. Bradley 4-2, J. Williams & J. Williams 4-2. 10th Rd: C. Chisholm & M. Bradley 4-2, J. Williams & J. Williams 4-2. 11th Rd: C. Chisholm & M. Bradley 4-2, J. Williams & J. Williams 4-2. 12th Rd: C. Chisholm & M. Bradley 4-2, J. Williams & J. Williams 4-2. 13th Rd: C. Chisholm & M. Bradley 4-2, J. Williams & J. 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BELL'S SCOTCH WHISKY

BIRTHS, MARRIAGES, DEATHS,
IN MEMORIAM AND ACKNOWLEDGEMENTS £4-50 a line
(minimum 2 lines)

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Announcements can be received by telephone between 9.00 a.m. and 6.35 p.m. Monday to Friday, on Saturday between 9.00 a.m. and 12 noon.

TELEGRAMMING MASTERS' WEDDINGS etc., on Court Page 28.

Court Page announcements cannot be accepted by telephone.

BIRTHS

COOPER—On Dec. 5, at the John Radcliffe Hospital, Oxford, to ANTHONY JAMES and ALICE, a daughter, and a brother for Tadie, Crawford and Marla.

ELGOOD—On Dec. 6, to MARY and ROBERT ELGOOD, a son, Robert, a brother for Thomas.

FRANCE—On Dec. 6, in Halesowen, a son, Christopher John, and a brother for Eric.

HUGHES—On Dec. 5, at the Royal Infirmary, Liverpool, a son, David, a brother for Jim and a daughter for Sue.

HENDRICKS—On Nov. 28, in Altringham, Lancs, a son, Andrew, a brother for Jackie, and a daughter for Linda, (Andrew Emerson), a brother for Peter.

HOBSON—On Nov. 28, 1984, a son, Christopher Alexander, a brother for Michael Patrick.

ELIZABETH—On Dec. 7, at Queen Elizabeth Hospital, Birmingham, ELIZABETH, a daughter, and a brother for Christopher.

EAW—On Dec. 6, to CAROL and VICTORIA, a son, Christopher William Colton, and a brother for Joseph.

MCCORMICK—On Dec. 7, at St. Luke's Church, Liverpool, a son, James and a brother for Sarah.

PYTHIAN-ADAMS—On Dec. 4, at St. Paul's Church, Liverpool, a son, Henry, a brother for James, and a son, Christopher David, a brother for Richard.

MARK—On Dec. 7, to ANNE, a son, Christopher David, a brother for Richard.

TAGGART—On Dec. 4, to ST. MARY'S, a son, Christopher Robert.

TOPPER—On Dec. 6, at St. Paul's Church, Liverpool, a son, Christopher Robert.

VEREKER-RAYBURN—On Dec. 5, 1924, at Holt, Truro, Cornwall, MARY RAYBURN, a widow of Little Carter, Radstock, Somerset.

IN MEMORIAM

THEIR NAME LIVES FOR EVERMORE

1ST GURKHA RIFLES, INDIAN ARMY—In their final battle before the end of the Raj for 122 years. —1961.

BEATHES

ALLAN—On Dec. 6, passed away peacefully at Northwick Park Hospital, Middlesex. —1984.

HAMILTON-CORNWALL—On Saturday, Dec. 8, at St. Cuthbert's, Newcastle upon Tyne, a son, MERVYN, a daughter, MARGARET, and a brother for Mervyn.

ROBINSON—On Dec. 7, at St. John's Church, Liverpool, a son, Alan, a daughter, Linda, and a brother for Alan.

DIAMOND BURDEN—**SUNDAY**

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